

501 PR345: Strategic Sourcing

Instructor Led Training



Welcome to Cardinal Training!

This training provides employees with the skills and information necessary to use Cardinal. It is not intended to replace existing Commonwealth and/or agency policies.

In this course, we will show you the Strategic Sourcing module.

These training materials include diagrams, charts, screenshots, etc., that clarify various Cardinal tasks and processes. The screenshots are taken from Cardinal and show pages that not all users can access. They are included here so you can see how your specific responsibilities relate to the overall transaction or process being discussed. See your agency's security Handbook, located on the Cardinal website, for a list of available roles and descriptions.





Course Objectives

After completing this course, you will be able to:

- Recognize key strategic sourcing concepts
- Create, modify, and manage Strategic Sourcing events in Cardinal
- Enter and analyze bids / proposals
- Award events
- Use key Strategic Sourcing reports
- Understand how strategic sourcing integrates with other Cardinal modules
- Understand how strategic sourcing interfaces with external systems





Course Topics

Today, we will cover the following lessons:

- Lesson 1: Understanding Strategic Sourcing
- Lesson 2: Create Event
- Lesson 3: Maintain Events
- Lesson 4: Create and Modify Bidder Responses
- Lesson 5: Analyze Bids / Proposals and Awarding Events
- Lesson 6: Strategic Sourcing Reports
- Lesson 7: Strategic Sourcing Hands-on Practice



Lesson 1: Understanding Strategic Sourcing

This lesson covers the following topics:

- Procurement Overview
- Strategic Sourcing Key Concepts
- Procurement Process Overview
- Strategic Sourcing Overview



Procurement Overview

The Procurement functional area of Cardinal includes four modules.

Purchasing

The Purchasing module includes the buying of goods and services (Procurement) by creating and processing requisitions, purchase orders (PO), receipts, Procurement Card (PCard), and Integrated Supply Services Program (ISSP) transactions.

eProcurement

Like Purchasing, the eProcurement module provides for Procurement but is web-based. It is similar to an online shopping cart experience for users requesting goods and/or services.

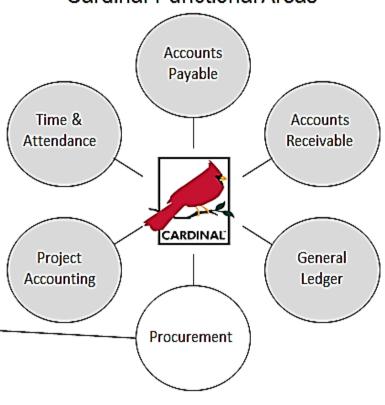
Strategic Sourcing

The Strategic Sourcing module allows users to create and award bids / proposals to purchase orders or contracts.

Modules

	Purchasing	
	eProcurement	
	Strategic Sourcing	
	Procurement Contracts	

Cardinal Functional Areas



Procurement Contracts

The Procurement Contracts module builds, manages, and archives all Cardinal contract related information.



Strategic Sourcing Key Concepts

Key concepts include:

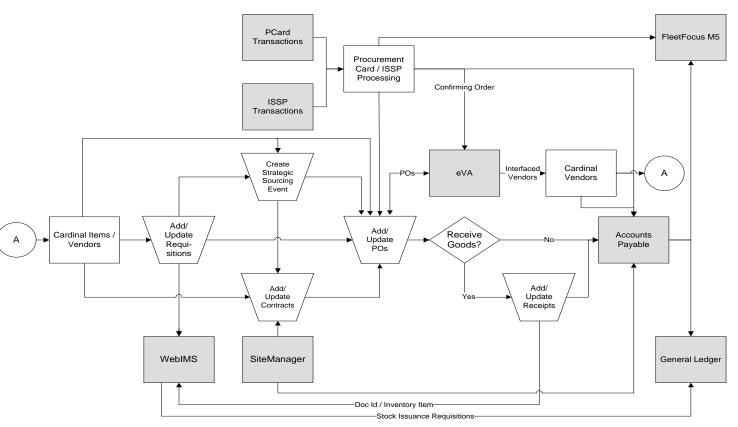
- A Strategic Sourcing event involves the solicitation of quotes, bids / proposals, or offers to establish contracts and/or purchase orders (POs).
- Cardinal provides the Strategic Sourcing (SS) Buyer with a means to create, manage, and award Strategic Sourcing Events.
- The most common event is the Invitation for Bid (IFB) which is primarily awarded to the lowest responsive and responsible bidder meeting the required specifications.
- Similar functionality is provided to create, manage, and award the Two-Step and Request for Proposal (RFP) events.
 In comparison to the lowest price, these event types are awarded based on the ranking of the Bidder / Offerors' responses and subsequent negotiations, to achieve the best value.
- RFPs are commonly known as competitive negotiations. These events are created with criteria that are weighted (ranked) by level of importance and scored based on the Offerors' submitted proposals. The lowest price is only one of multiple elements used in determining who will receive the award.



Procurement Process Overview

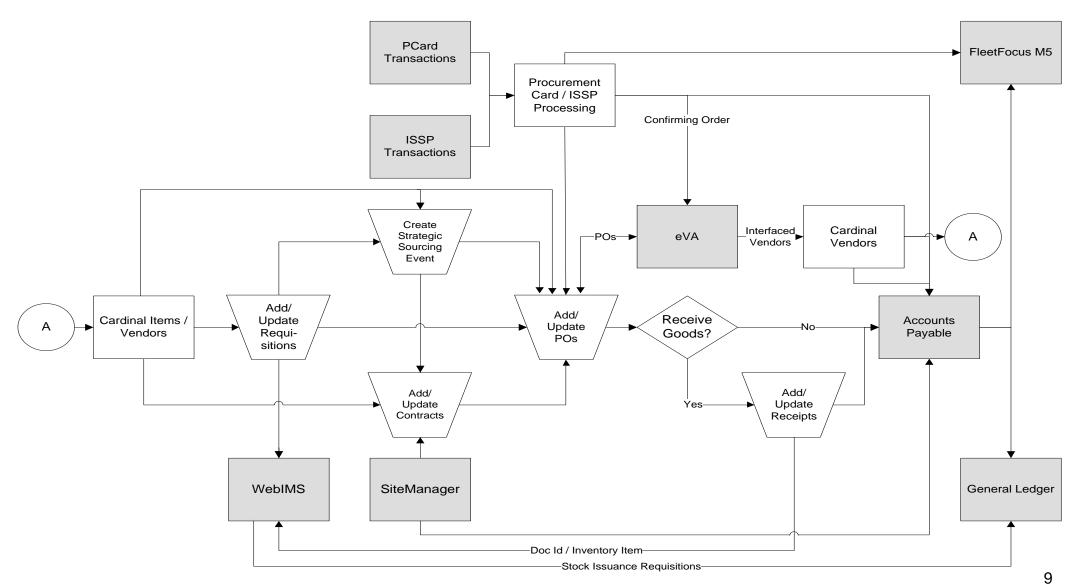
There are seven key processes in procurement:

- Add/Update Requisitions
- Create Strategic Sourcing Events
- Add/Update Contracts
- Add/Update Purchase Orders
- Add/Update Receipts
- Procurement Card Processing
- Integrated Supply Services Program (ISSP) Processing





Procurement Process Overview (continued)

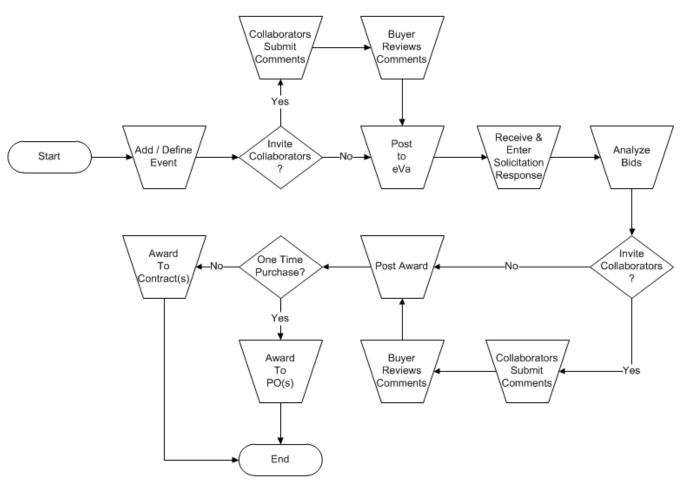




Strategic Sourcing Overview

Strategic Sourcing allows users to create and award bids / proposals to purchase orders or contracts. Sourcing events are manually sent to eVA for posting online in order to obtain bids on items and/or services.

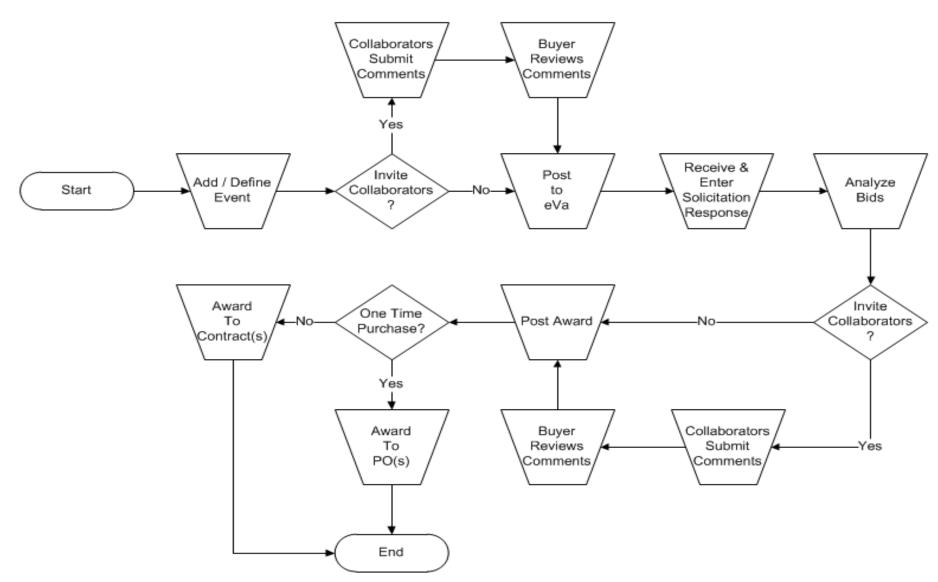
- Strategic Sourcing involves several key steps:
 - Add / Define Event
 - Event Collaboration*
 - Receive and Enter Solicitation
 Response(s)
 - Analyze Bid Response(s)
 - Response Collaboration*
 - Post Award
 - Award to Contract(s) or Purchase Order(s)



^{*}For more details on collaboration, refer to the job aid titled 501 PR345: Strategic Sourcing Collaboration.



Strategic Sourcing Overview (continued)





Lesson 1: Summary

In this lesson, you learned:

- The procurement functional area is composed of several modules: Purchasing, eProcurement, Strategic Sourcing, Procurement Contracts, and Receipts.
- A strategic sourcing event is the process of soliciting quotes and bids / proposals to establish contracts and/or purchase orders.



Lesson 2: Create Event

This lesson covers the following topics:

- Create Events (Ad Hoc or Copy)
- Define Event Basics (By Line, Group, or Grand Total)
- Configure Line Items
- Select Bidders / Offerors to Invite
- Invite Collaborators
- Post an Event for Bidding



Create Events

To add an event, use the **Create Events** page. Navigate to this page using the following path:

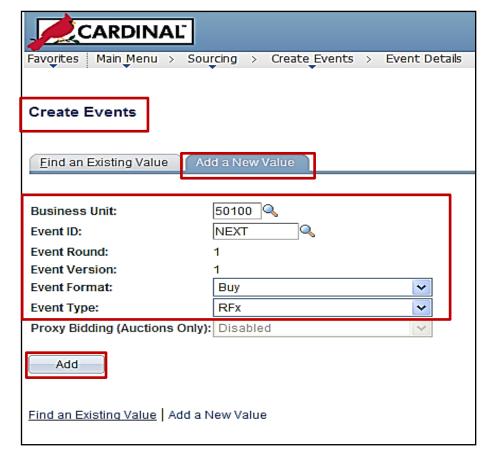
Main Menu > Sourcing > Create Events > Event Details

Select the **Add a New Value** tab. Key fields that need to be defined include:

- Business Unit: Confirm your Business Unit
- Event ID: Uniquely identifies the event and is automatically assigned (do not modify)
- Event Format: Buy
- Event Type: RFx

Click **Add** to go to the **Event Summary** page to create your event.

Most events have an **Event Format** of **Buy** and **Event Type** of **RFx** or **RFI**.



Buy can be an Invitation For Bid (IFB) or a Request For Proposal (RFP). **RFx** can be an Invitation For Bid (IFB), Request For Proposal (RFP), or Two-Step Bid. **RFI** is a Request for Information.

14



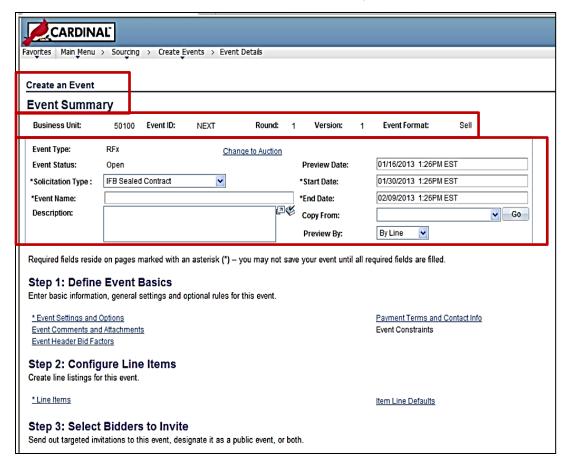
Create Events (continued)

The **Event Summary** page is updated with the values you previously entered on the **Create Events** page.

When you create an event, you provide an overall description of the event at the header level, with item specific details at the line level. You can copy a previous event, purchase order, requisition, contract, or RFI to create a new event, and save events to use as templates.

On the **Event Summary** page enter the:

- Solicitation Type
- Event Name
- Description
- Preview Date: Collaboration end date / time
- Start Date: Bids can be entered
- End Date: Bids can no longer be entered

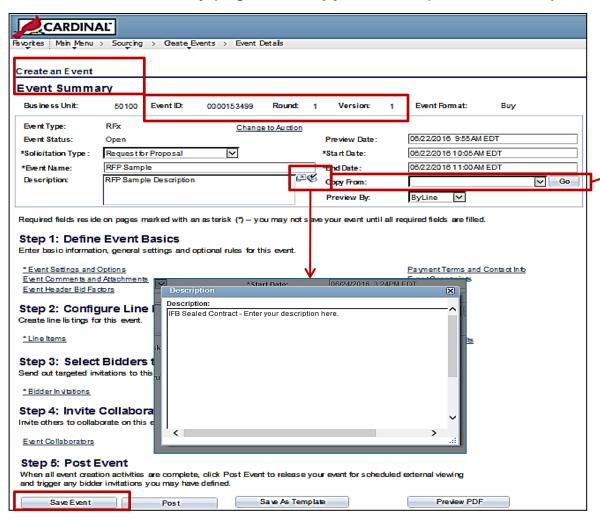


The **Preview By** drop-down box allows you to view the event either by line, lot (group), or total.



Create Events (continued)

On the **Event Summary** page, the **Copy From** drop-down allows you to populate fields into the event.



Contract
Delimited File
Item Master
Purchase Order
Request For Information
Requisition
Sourcing Event
Sourcing Template

You may click on the **Arrow** icon next to the **Description** field to open a larger **Description** box / field. You can also click on the **Book Check** icon to check your spelling.

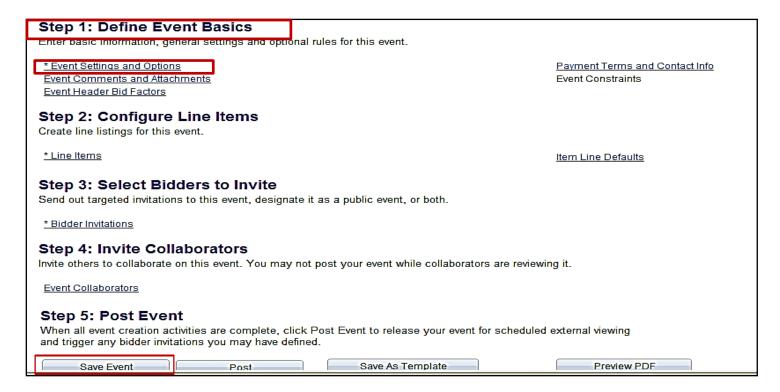
Once the header details are entered, click the **Save Event** button at the bottom of the page to save your entries. Upon the first save, an **Event ID** (10 digit number) and **Version** number will be assigned. The **Event Status** will be **Open**.



Create Events (continued)

The next section on the **Create an Event – Event Summary** page lists the five steps for creating an event.

Under Step 1:Define Event Basics, click on the * Event Settings and Options hyperlink to set options for the event.



As you move through the create event process, it is important to periodically click **Save Event**.

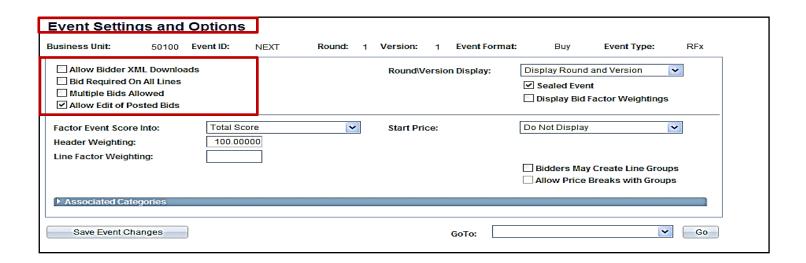


Define Event Basics

The *Event Settings and Options link provides for the following options to be set as needed:

- Allow Bidder XML Downloads

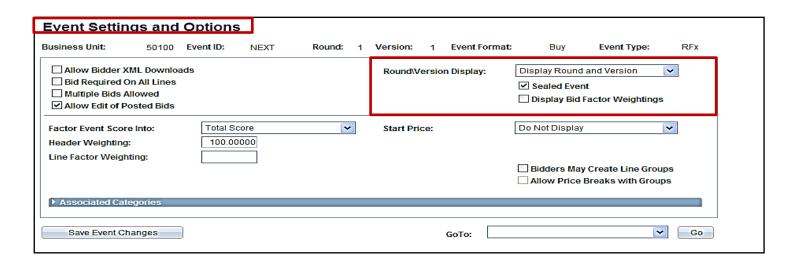
 Do not select.
- Bid Required on All Lines
- Multiple Bids Allowed Do not select.
- Allow Edit of Posted Bids: Defaults to checked. Posted bids cannot be changed unless this box is checked when the
 event is created.





The *Event Settings and Options link provides for the following options to be set as needed (continued):

- Round\Version Display: Defaults to Display Round and Version Do not change.
- Sealed Event: Defaults to checked. Deselect, if applicable.
- Display Bid Factor Weightings: Buyers can add bid and weighting factors to help determine the award. Check if
 Request for Proposal (RFP) or Two-Step bid. For additional details on RFP, as well as bid factors and weighting, see the
 job aids titled 501 PR345: Request For Proposal (RFP) and 501 PR345: Strategic Sourcing Bid Factors, Weights &
 Score / Event Awards.

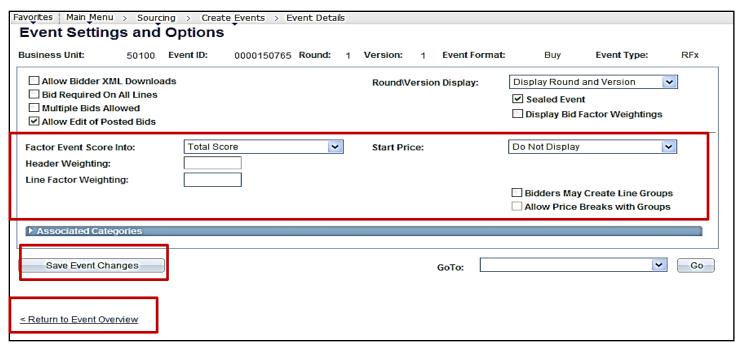




Additional fields on the **Events Settings and Options** page include:

- Factor Event Score Into provides three options: Line Score, Line Score, and Total Score.
 - Header or Line Factor Weighting: Field availability is based on selection made for Factor Event Score Intro field.
- Start Price: Defaults to Do Not Display.

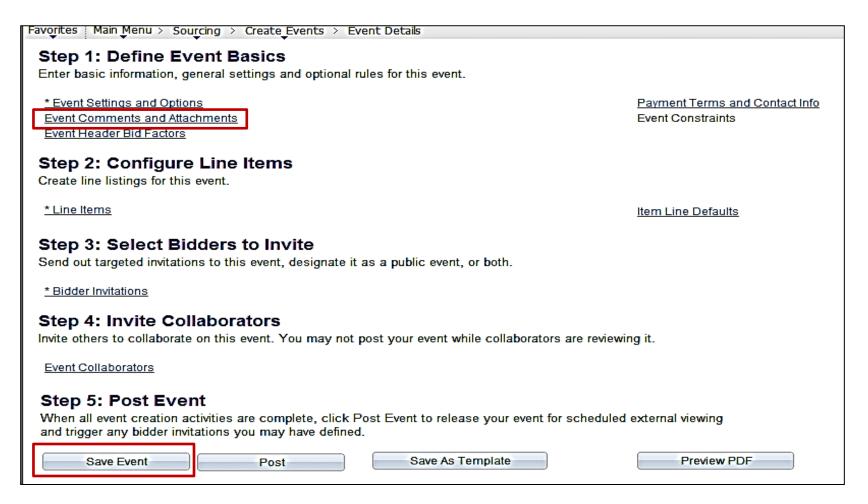
After updates are made, click **Save Event Changes** and click **Return to Event Overview** to return to the **Event Summary** page.





When you return to the **Event Summary** page, click **Save Event**.

Under Step 1:Define Event Basics, click the Event Comments and Attachments hyperlink.

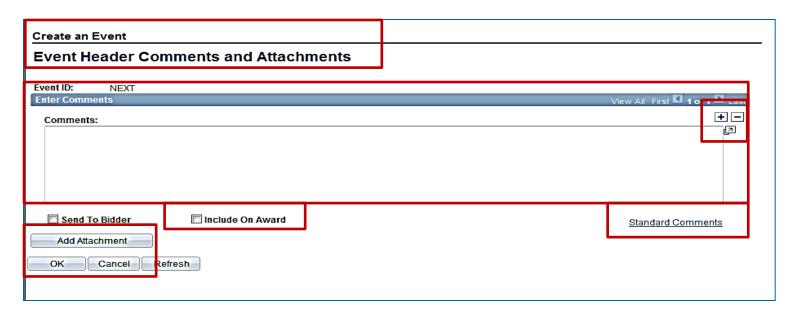




Comments and attachments may be added to the event using the **Event Header Comments and Attachments** page.

The **Enter Comments** section allows you to type in notes about the event. The **Standard Comments** hyperlink allows you to choose predefined comments to add to the event.

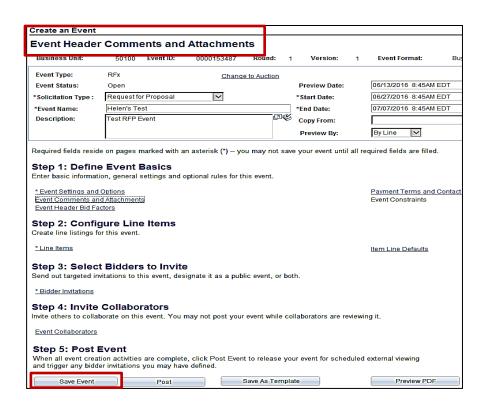
- Click the + / to add or delete Comments.
- Check Send to Bidder or Include on Award if you want a specific comment included on the award.
- Add attachments to the event by clicking the Add Attachment button.
- Click OK.

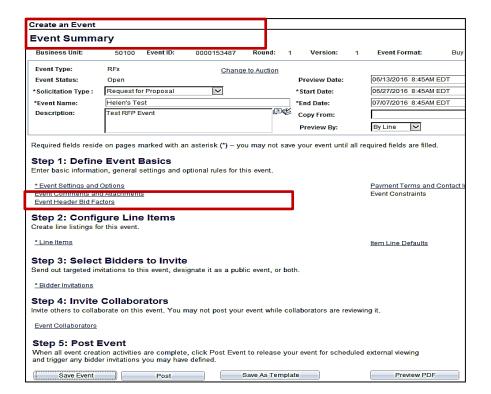




From the **Event Header Comments and Attachments** page, scroll down to the bottom of the page and click **Save Event**. Once the event is saved, the **Event Summary** page will be displayed. These pages are identical, except in title.

From the Event Summary page, under Step 1:Define Event Basics, click the Event Header Bid Factors hyperlink.





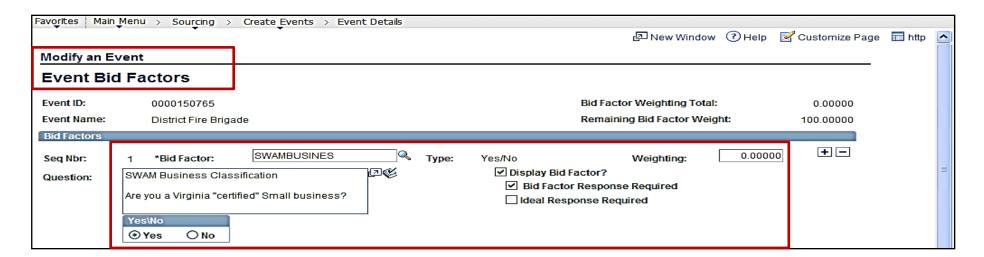


The **Event Header Bid Factors** hyperlink will take you to the **Event Bid Factors** page. This process is optional.

The bid factors selected here apply to the entire event and the resulting contract. Using the **Bid Factor** drop-down box, you can choose from predefined questions for the Bidder / Offeror. Bid factors may be assigned a weight depending on the level of importance.

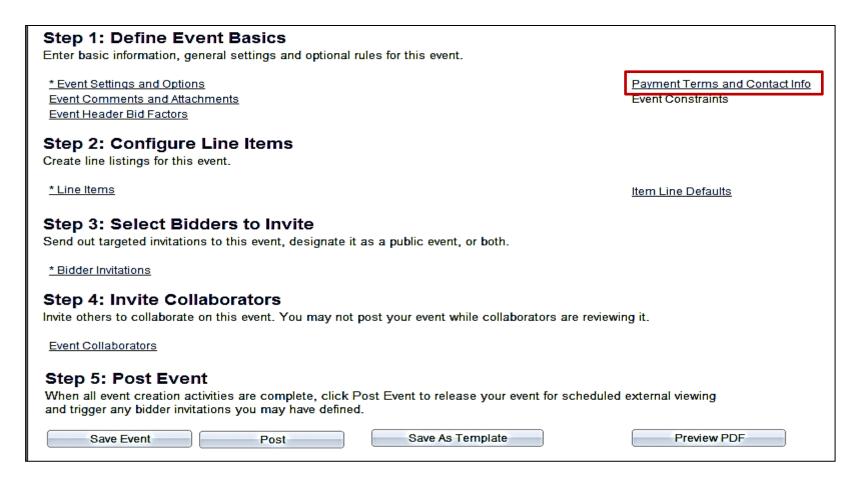
When you are done selecting **Bid Factors**, click the **Return to Event Overview** hyperlink.

For additional details on using bid factors, refer to the job aids titled 501 PR345: Request For Proposal (RFP) and 501 PR345: Strategic Sourcing – Bid Factors, Weights & Score / Event Awards..





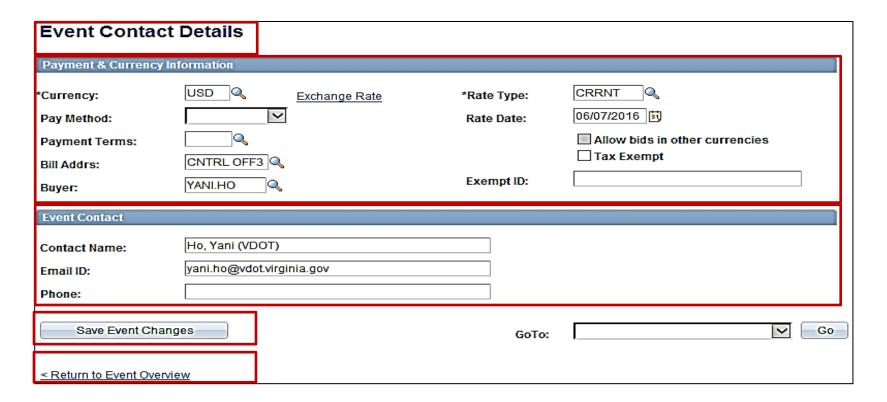
When you return to the **Event Summary** page, under **Step 1: Define Event Basics**, click the **Payment Terms and Contact Info** hyperlink to open the **Event Contacts Details** page.





In the **Payment & Currency Information** section of the **Event Contact Details** page, **Bill Addrs** defaults, and in the **Event Contact** section your **Contact Name**, **Email ID**, and **Phone** also default. These fields can be modified.

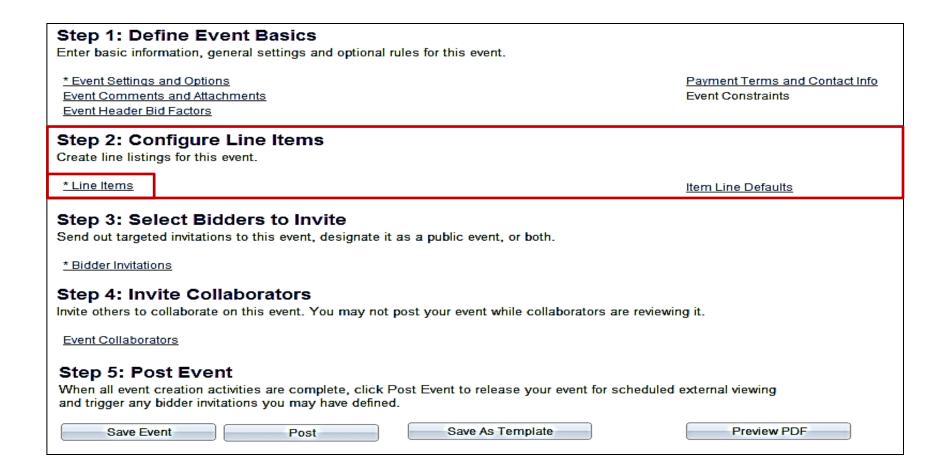
If updates are made, click **Save Event Changes**. Click the **Return to Event Details** hyperlink to return to the **Event Summary** page and move on to Step 2.





Configure Line Items

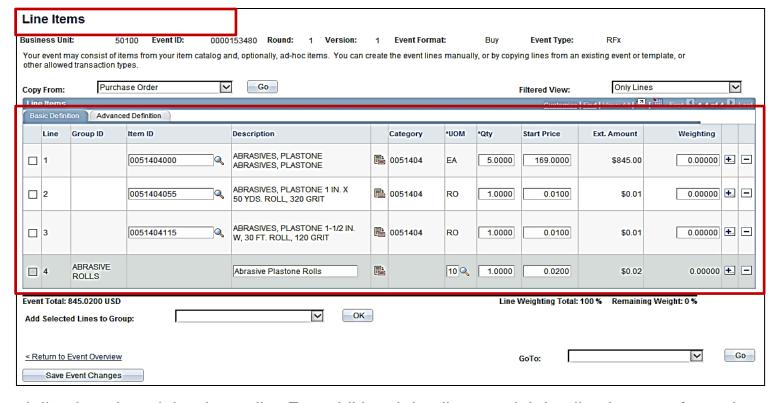
From the Event Summary page, under Step 2: Configure Line items, click the * Line Items hyperlink.





On the Line Items page, using the Basic Definition tab, you configure a line item with the following:

- Item ID
- Category
- Description
- UOM (Unit of measure)
- Qty (Quantity)
- Start Price
- Weighting

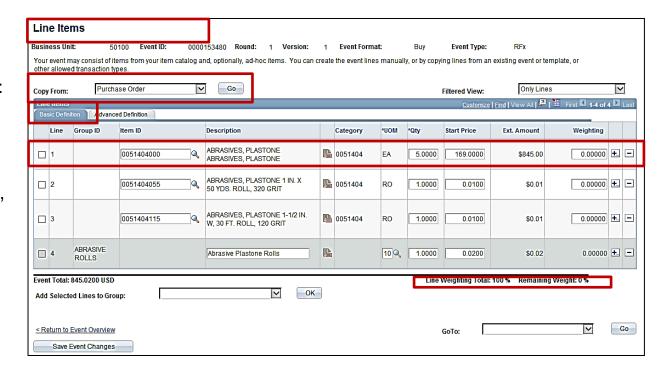


If you do not enter line weightings, each line item is weighted equally. For additional details on weighting line items, refer to the job aid titled **501 PR345**: Strategic Sourcing – Bid Factors, Weights & Score / Event Awards.



Basic Definition tab:

- You may add a line item using the **Item ID** or **Category** lookup, or by copying from another transaction:
 - Item ID: Click the Look up icon and select the item. Once selected, details for that item are displayed and include Description, Category, UOM, and Start Price. Description, Category, and UOM are fixed and cannot be changed. Qty must be entered.
 - Category: When selecting by Category, you must enter a Description, UOM, Qty, and Start Price.
 - Copy From: Copy line information from a Contract, PO, Request for Information, Requisition, Sourcing Event, Sourcing Template, etc.

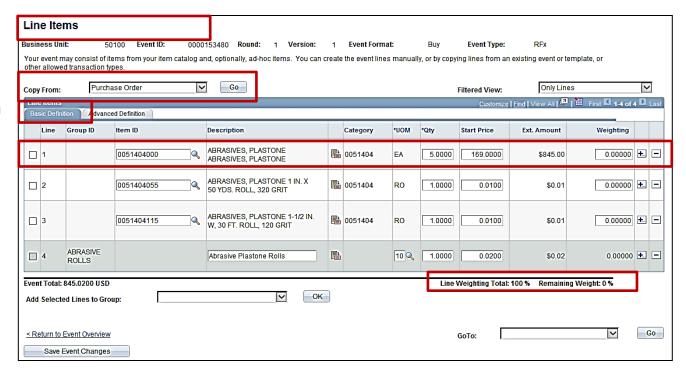




Basic Definition tab (continued):

- Weighting: This field defaults to 0.00000 and does not need to be modified.
- If you do not enter line weightings, each line item is weighted equally.
- At the bottom of the Line Items section is Line Weighting. The sum of the weightings for all lines must equal 100%. If it is not equal to 100%, the Remaining Weight will indicate the amount left to distribute.

Click on the **Advanced Definition** tab to further define lines.

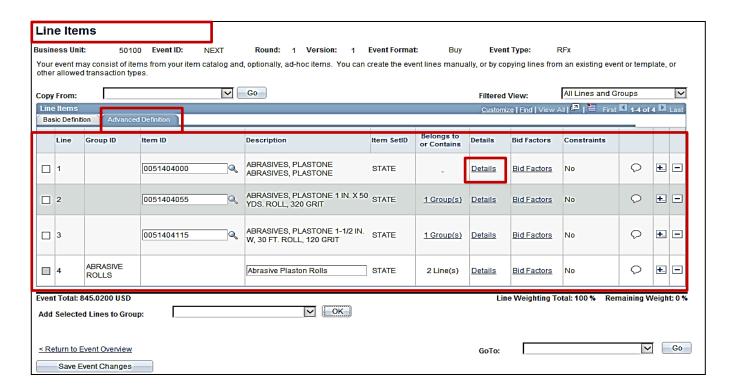


The Filtered View changes your view on this page. You can select All Lines and Groups, Only Groups, or Only Lines.

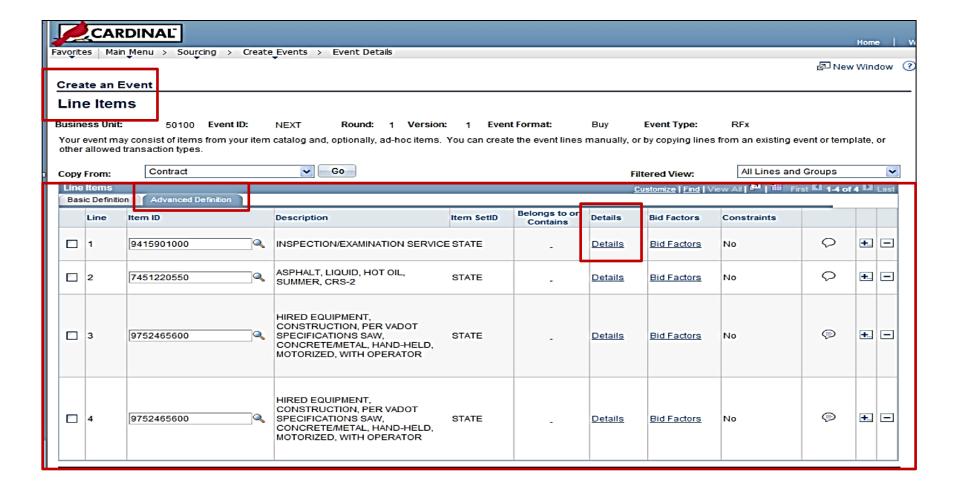


On the **Line Items** page, using the **Advanced Definition** tab, you configure a line item with the following:

- Click on the **Details** hyperlink to access the **Line Details** page where you can:
 - Add Shipping Information
 - Configure Bid Parameters such as Min Quantity and Max Quantity as well as User Defined Price Breaks
 - Specify item details



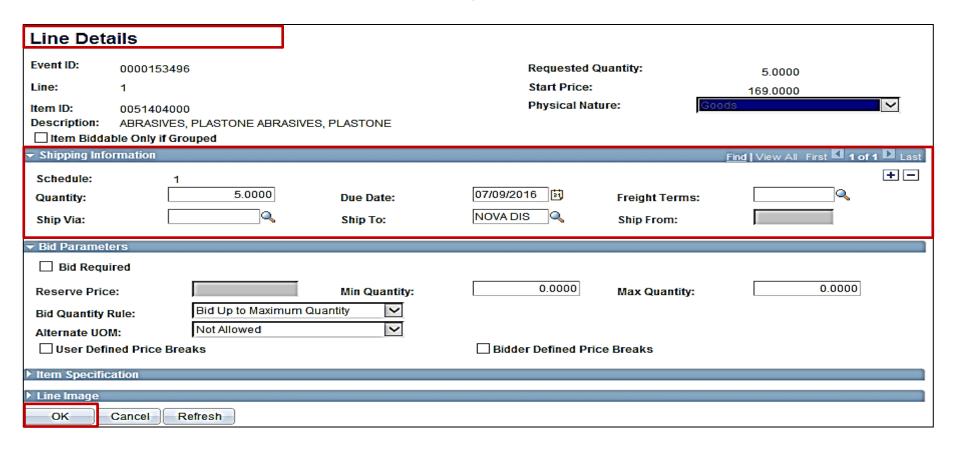






From the **Line Details** page, you can schedule delivery on a specific **Due Date** and **Ship To** location. Only one schedule is allowed per line item.

Once all data is entered, click **OK** to return to the **Line Items** page.

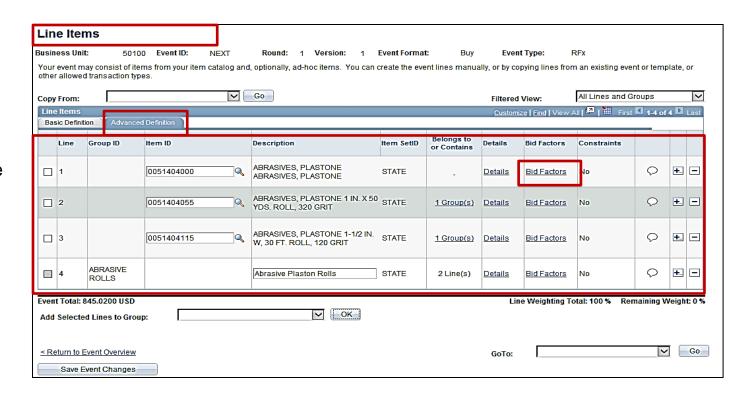




On the Line Items page, using the Advanced Definition tab, you configure a line item with the following:

Line **Bid Factors** are specific to each line (good or service).

- Price is by default the first bid factor for any line.
- The Bid Factors hyperlink takes you to the Line Bid Factors page where you can add or modify the bid factors.



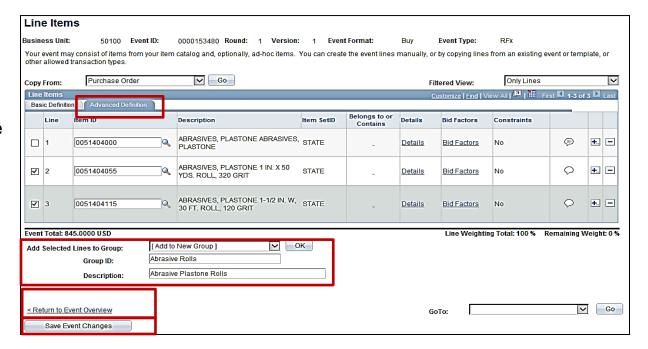
For additional details on using bid factors, refer to the job aid titled **501 PR345**: **Strategic Sourcing – Bid Factors, Weights & Score / Event Awards.**



On the **Line Items** page, using the **Advanced Definition** tab, you configure a line item with the following:

During event creation, users can select lines that they want to group to attempt to get better pricing through a bundled price quote.

- Add Selected Lines to Group: If you wish to award specific lines by group simply select the checkbox for the lines you wish to group.
- Enter the details and click **OK**.

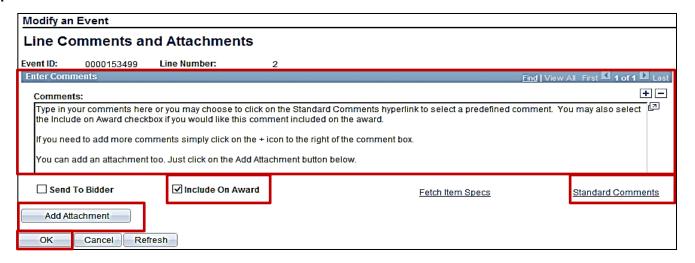




On the **Line Items** page, using the **Advanced Definition** tab, you configure a line item with the following:

- Line Comments and Attachments icon: Add comments and upload attachments.
- Squiggly lines inside the Line
 Comments and Attachments icon indicates comments or attachments have been added to the line.
- You can flag your comment to be sent to the Bidder and/or included on the award.
- When your comments have been entered, click **OK** to return to the **Line Items** page.
- From the Line Items page, click Return to Event Overview.

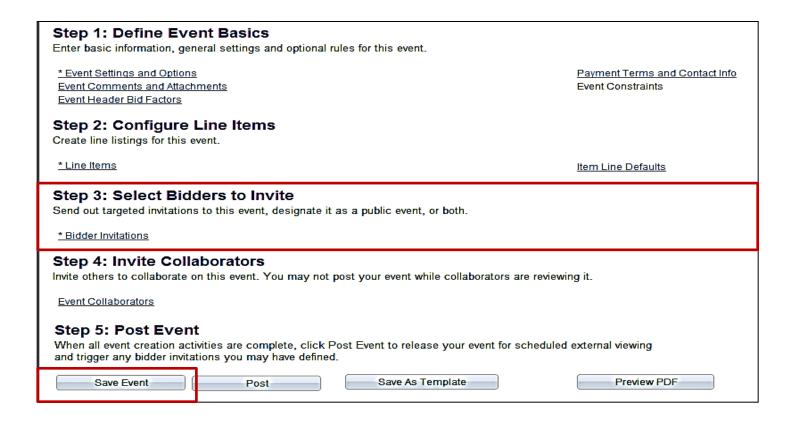






Select Bidders / Offerors to Invite

When you return to the **Event Summary** page, click **Save Event**. Next, under **Step 3: Select Bidders to Invite**, click on the * **Bidder Invitations** hyperlink to go to the event **Invite Bidders** page.





Select Bidders / Offerors to Invite (continued)

State procurement guidelines require that all events be open to the public. Cardinal requires that you invite at least one bidder or make the event a **Public Event**. Bid Processors have the ability to enter new or additional bidders <u>prior to posting</u>.

On the **Invite Bidders** page, select the **Public Event** checkbox to open the event to the public. You may also select specific bidders to invite using the **Search for Bidders** hyperlink. The bidders invited will be displayed on the **Bidder Invitation List**.

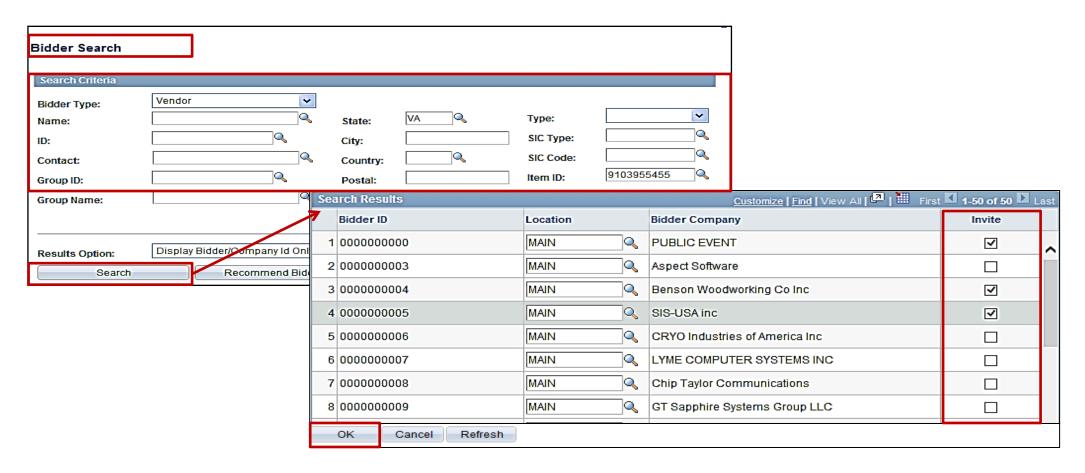
Click on the **Search for Bidders** hyperlink to go to the **Bidder Search** page.





Select Bidders / Offerors to Invite (continued)

Use the **Bidder Search** page to find Bidders / Offerors to add to the **Bidder Invitation List**. You can be very specific in your search criteria (e.g., **Name** or **ID**) or extremely broad (e.g., **State** or **Item ID**). Once you find your Bidder, check the **Invite** box (column to the right in the **Search Results**) and click **OK**.





Select Bidders / Offerors to Invite (continued)

Vendors invited using the **Bidder Search** page now display on the **Invite Bidders** page. If you plan to invite this group of bidders for multiple events, you can **Select** them and click the **Save Bidders as Group** link. Follow the prompts to save them under a group name.

Once all Bidders are on the **Bidder Invitation List**, click **Save Event Changes**. Once saved, to return to the **Event Summary** page, click **Return to Event Overview**.

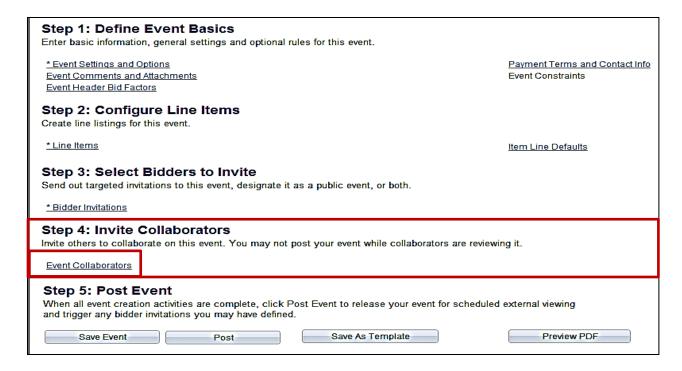
Invite Bidders											
Business Unit: 50100			50100 E	vent ID: 0000)153480 Ro	ound: 1 Version: 1 Event Fo	rmat: Buy	Event Type:	RFx		
☑ Public Event											
Bidder Invitation List Customize Find View All 2 First 1-4 of 4 Last											
	Select Bidder ID Bidder Type			Bidder Type	Location	Name	*Dispatch Method				
	1		PUBLIC_AUC	Public	1	This is a Public Event	Email				
	2		000000000	Vendor	MAIN	PUBLIC EVENT	Print				
	3		0000000004	Vendor	MAIN	Benson Woodworking Co Inc	Print				
	4		0000000005	Vendor	MAIN	SIS-USA inc	Print				
Search for Bidders Dispatch Lines Save Bidders as Group											
		Save Eve	ent Changes			GoTo:		Go			
<u>< F</u>	Retu	urn to Eve	nt Overview								



Invite Collaborators

Collaborators are individuals who are asked by the Strategic Sourcing Buyer to provide some type of expertise and/or comments during the Strategic Sourcing process. You can route an event to other users (Collaborators) for their input before and/or after an event.

When you return to the **Event Summary** page, under **Step 4: Invite Collaborators**, click on the * **Event Collaborators** hyperlink to go to the event **Invite Collaborators** page. This is optional.



For additional instructions on collaboration, refer to the job aid titled **501 PR345**: **Strategic Sourcing Collaboration**.



Invite Collaborators (continued)

Events do not route to managers, or other users, unless they are selected as a Collaborator. A routing sequence is established as you invite the Collaborators. You may modify the sequence to ensure the event is reviewed by the Collaborators in the order you wish.

When you add Collaborators, a link to the event routes to their worklist. You, as the originator of the event, will receive a message when all collaboration is complete.

Once all the details have been set and Collaborators added, click **OK** and then **Save Event** to return to the **Event Summary**

page.

Modify an Event											
Event Collabora Collaboration Due Date:	ation Details 06/22/2016 朗	Save As Group									
Analysis Collab Due Da											
Invited Collaborators		<u>Customiz</u>	ze Find 🔼	Firet 【 4	2 of 2 Last						
Collaborator Oprid	Name			Routing Sequence							
AHETZER	Hetzer, Andy (VDOT)				2	+ -					
ASCOTT	Scott, Andrew (VDOT)				1	+ -					
Find Collaborators											
OK Cancel Refresh											

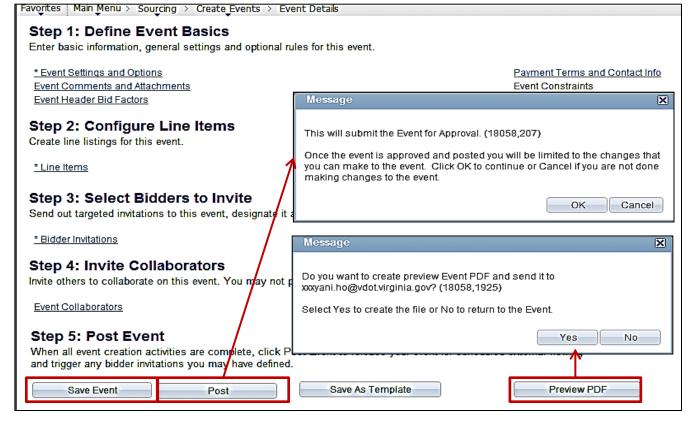
For additional instructions on collaboration, refer to the job aid titled **501 PR345**: **Strategic Sourcing Collaboration**.



Post an Event for Bidding

Once the event creation steps are complete, be sure to click **Save Event**. You are now ready to **Post** the event for bidding.

- Prior to posting the event, click Preview PDF to send an e-mail to the Buyer with a detailed PDF event summary. This PDF will be used for the manual posting to eVA.
- Click Post to post the event for bidding.
- The Preview PDF and Post buttons are no longer available.





Post an Event for Bidding (continued)

The **Event Details** PDF document that is sent to the Buyer is detailed below. This document is included with the information sent to eVA to be posted on Virginia's eProcurement Portal.

Event Details											
Commonwealth of Virginia											
Department of Transportation											
Event ID Format Type Page	e Bidder:	General Public									
50100-0000150219	Submit To:	VA Dept of Transportation									
1 1	Subiliti 10.	VDOT Central Office									
Event Name		1201 E Broad St									
мJH TEST001 Richmond VA 23219											
Start Date/Time Close Date/Time		United States									
10/17/2011 16:58:00 EDT 10/18/2011 15:58:00 EDT	Contact:	Super User PR									
Event Currency: US Dollar	Phone: Email:										
Event Currency: US Dollar Email: Bids allowed in other currency: No											
Event Description I. PURPOSE: The Virginia Department of Transportation (herein referred to as "VDOT") is soliciting bids from interested firms to provide											
PERIOD OF CONTRACT: Fromthrough(renewable))										
The IFB must state either "from date of award," or specified date to a specified ending date, or delivery of goods or services. If it will be a renewable term contract, put the word "renewable" in parenthesis after the "through" date if the contract contains a renewal clause. This will let potential bidders know right away if you anticipate the contract to go beyond the initial period. This is also restated under the Special Terms and Conditions under the Term of Contract											
go beyond the initial period. This is also restated under the Special Terms and Conditions under the Term of Contract clause. See the example IFB provided.											
II. QUESTIONS REGARDING THIS INVITATION FOR BID:	·										
Any questions regarding this invitation for bid shall be addressed to Mr./Ms. Contract Officers Name at (804) 000-0000. The issuing office shall determine whether any addendum should be issued as a result of any questions or other matters raised.											



Simulation: Creating a Strategic Sourcing Event

You are about to view a simulation entitled **Creating a Strategic Sourcing Event**. Click the Cardinal logo below to start the simulation.





Lesson 2: Summary

In this lesson, you learned:

- Copying from another document provides a shortcut that eliminates some duplicate entry. You can create an event by copying from a:
 - Requisition
 - Event
 - Contract
 - PO
- There are five steps to creating a new Strategic Sourcing event:
 - Define Event Basics
 - 2. Configure Line Items
 - Select Bidders to Invite
 - 4. Invite Collaborators (optional)
 - 5. Post Event



Lesson 3: Maintain Events

This lesson covers the following topics:

- Using the Event Workbench
- Change an Event Versions

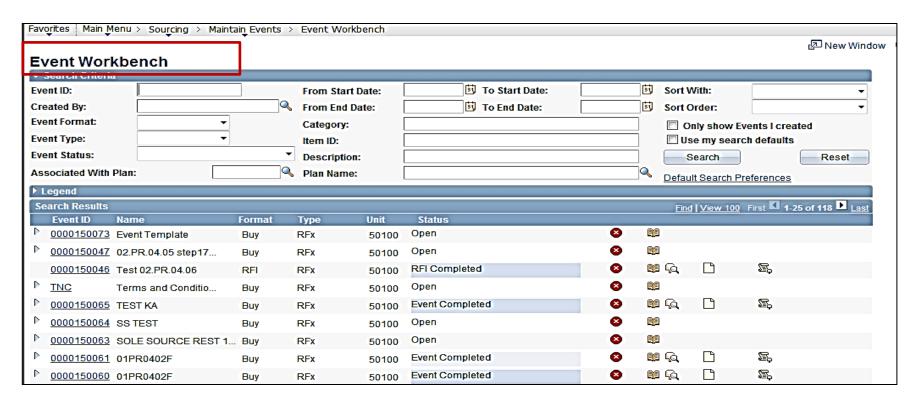


Using the Event Workbench

The **Event Workbench** is used to view and manage events, as well as create new versions (addendums). Using the **Event Workbench**, the Strategic Sourcing Buyer can also cancel an event.

You can navigate to the **Event Workbench** page using the following path:

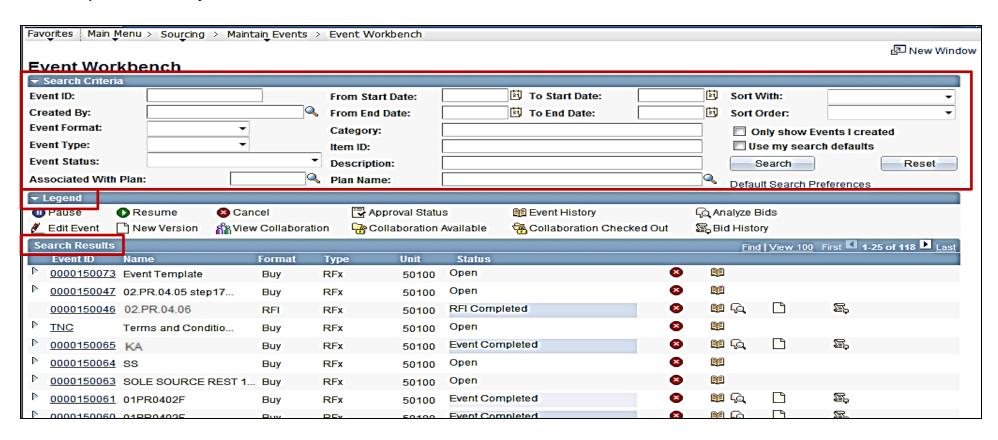
Main Menu > Sourcing > Maintain Events > Event Workbench





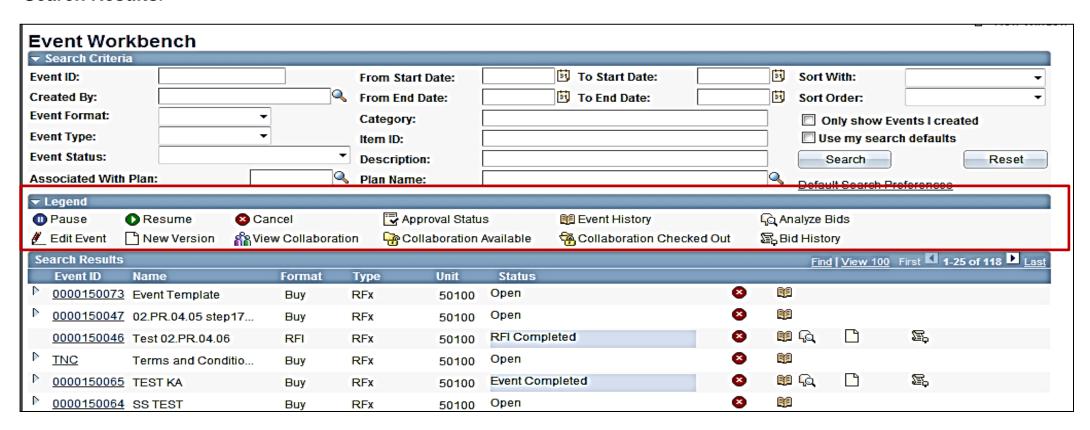
The Event Workbench page has three sections: Search Criteria, Legend, and Search Results.

The **Search Criteria** section allows you to search for a specific event using any combination, or all, of the available fields. The criteria helps to narrow your search results.





The **Legend** section of the **Event Workbench** page can be expanded to see descriptions for each of the icons used in the **Search Results**:





Event Workbench Legend section icons:

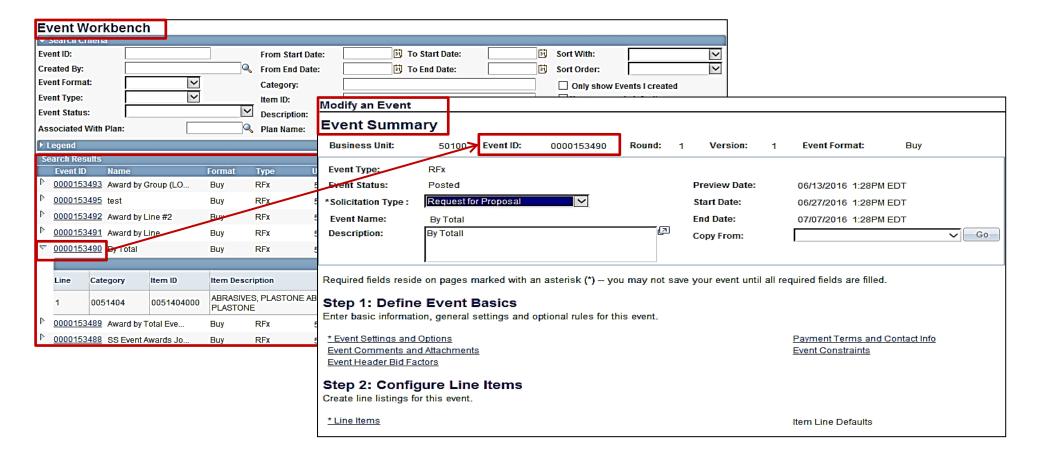


- Pause: Not used
- Edit Event: Edit details of the event.
- Resume: Not used
- New Version: Create a copy of the current to make a new version, or edit a current version of the event.
- Cancel: Cancel the event. This cannot be undone.
- View Collaboration: View Collaborators' recommended changes.
- Approval Status: Determine whether event is approved.

- Collaboration Available: Collaborators use this icon to preview the event and add recommendations.
- Event History: View the event's Version history, Event Stage, and Event Status.
- Collaboration Checked Out: The event is checked out by a Collaborator. The Collaborator's name displays when you move your cursor over this button.
- Analyze Bids: View the Status and bids for the event.
- Bid History: View the bid / proposal invitation status and bidding history for the specified event.



The **Search Results** section of the **Event Workbench** lists all events matching your search criteria. Click the arrow on the left side of the line to display the line items for the selected event. Click on the **Event ID** hyperlink to open the **Modify an Event – Event Summary** page. This is the same page where the initial five create event steps were configured. From this page, you can review the event details.



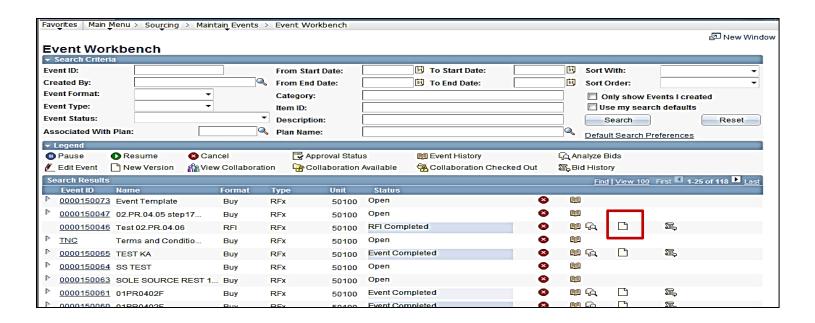


Change an Event- Versions

Event version control is used to track changes (addendums) made to a posted event.

You can use the **Event Workbench** to create and edit versions. When you are viewing a multiversion event, the system always displays the most recent version of the event. When you create a new event version, the version number increments by one. When you post the new version, the previous version becomes read-only.

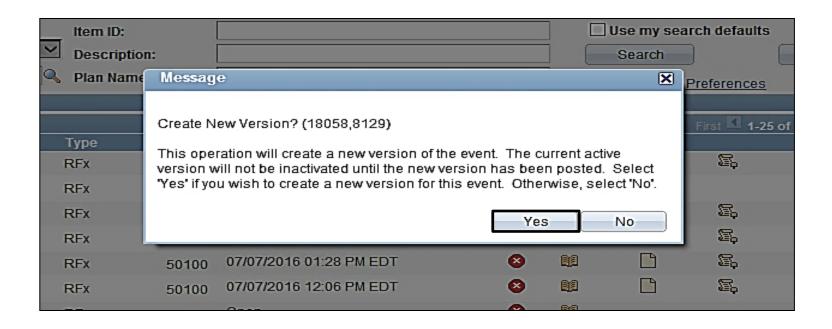
To create a new version, click the **New Version** icon on the **Event Workbench**.





Change an Event- Versions (continued)

When you select the **Create a New Version** icon, a pop-up message appears to confirm creation of a new version. Select **Yes** to create the new version. The **Event Summary** page will be displayed.





Change an Event- Versions (continued)

Versions are generally used to allow bid tabulation staff to open and close events in order to enter bidders and bid responses.

From the **Event Summary** page, you may make modifications to the new version of the event. Refer to Lesson 2 for details on inviting bidders (Step 3) and Lesson 4 for details on adding bids.

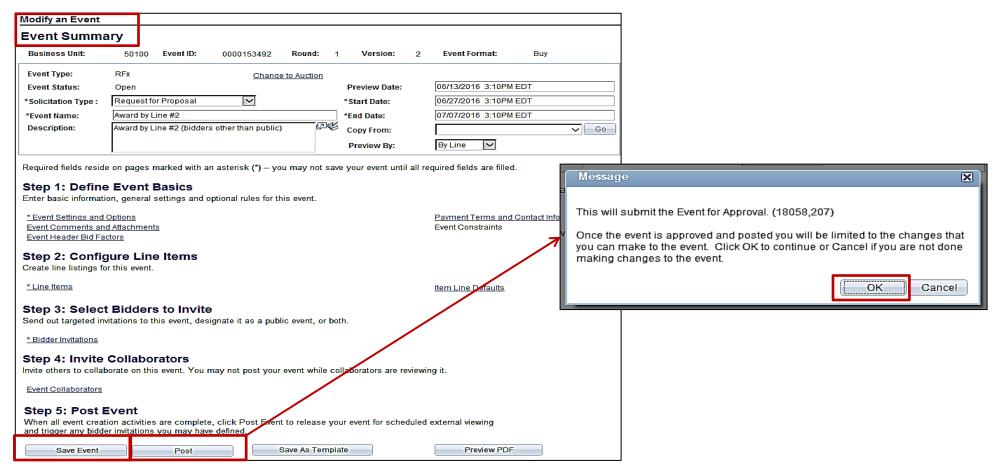
Update the **End Date** to a date and time that will provide you with enough time to enter all your bidders and bids.





Change an Event- Versions (continued)

Once bidders have been added to the new version, be sure to click the **Save Event** and **Post** buttons. Click **OK** on the pop-up message and your new version is automatically approved. Once the new version is posted, the previous version will be inactivated and the **Post** button will be grayed out.





Lesson 3: Summary

In this lesson, you learned:

- The **Event Workbench** page is used to maintain events.
- Multiversion events are created using the **Event Workbench** when you make changes (addendums) to a posted event.



Lesson 4: Create and Modify Bidder Responses

This lesson covers the following topics:

- Enter Bidder / Offeror Responses
- Edit Bid / Offeror Responses



Enter Bidder / Offeror Responses

eVA's web-based vendor registration and purchasing system allows state agencies, colleges, universities, and many local governments to use eVA to conduct all purchasing and sourcing activities for goods and services. A company or individual who wants to respond to a request for bid must register in eVA. Bidders / Offerors can view bidding opportunities on the eVA website.

Bidders / Offerors currently do not have access to Cardinal. Only Cardinal users with the Bid Processor role may enter bid responses into a strategic sourcing event. Upon posting the strategic sourcing event in Cardinal, the event is locked. The system allows for bid responses to be entered once the event's **Start Date** has passed and prior to its **End Date**. Generally, VDOT business processes require that bidders and bids be entered in the system after the event's **End Date**. Therefore, the Bid Processor must create a new version of the event with an extended **End Date** in order to open a window of time for bidder and bid response entry into Cardinal. The Bid Processor enters each bidder's response that is received on the paper bid / proposal.

If a bid tabulation error is made, Bid Processors may make corrections or edits as necessary. After all bids have been entered and the **End Date** has passed, bid responses may be viewed and analyzed.

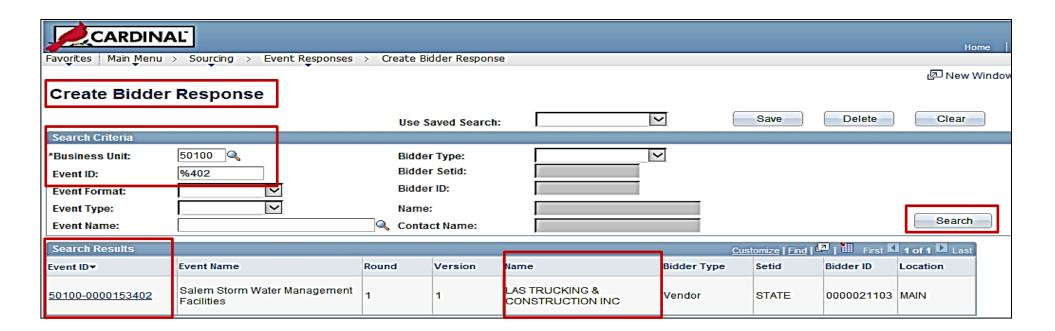
Additional details on event statuses may be found in the appendix of this course.



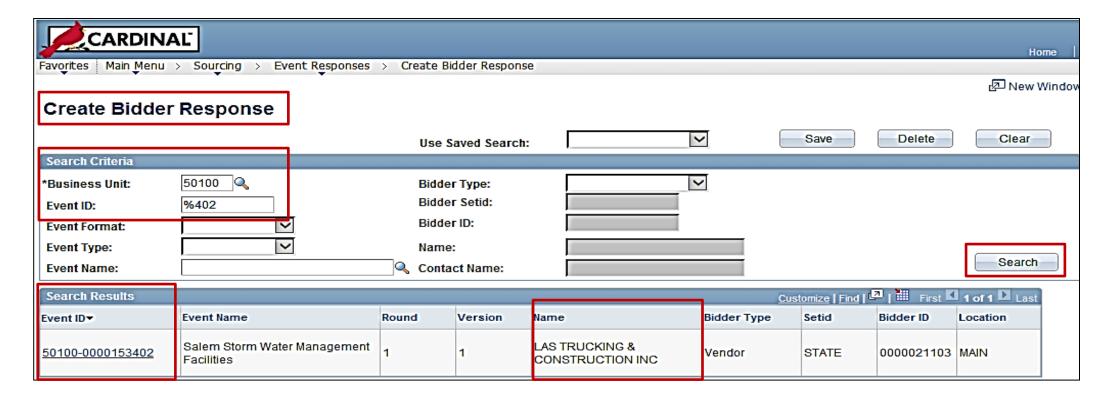
To enter bids, go to the **Create Bidder Response** page using the following navigation path:

Main Menu > Sourcing > Event Responses > Create Bidder Response

Enter search criteria for the event you want to enter bids on. Click **Search**. The event and invited bidders are displayed. To select a bidder, click on the **Event ID** hyperlink on the row where the bidder's name is displayed.

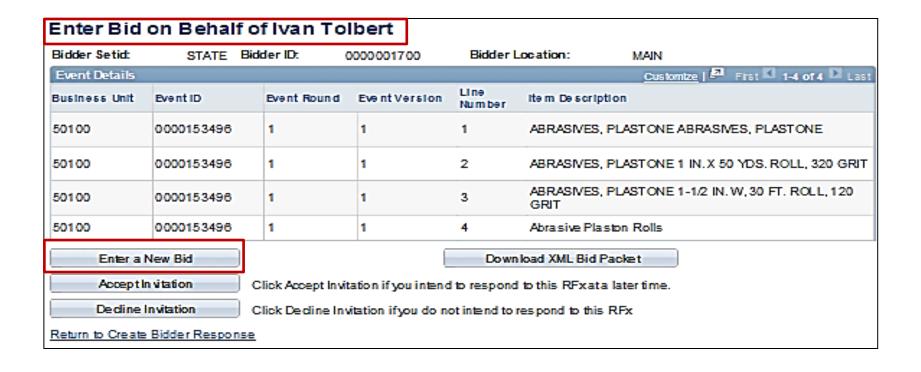








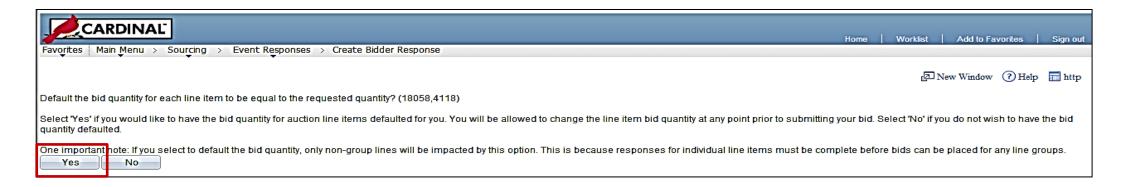
The **Enter Bid on Behalf of** (Bidder / Vendor) page is displayed for the Bidder you selected. Click on the **Enter a New Bid** button.





A pop-up will appear asking if you would like to use the requested line quantity from the event to be equal to your bid quantity. Click **Yes**. You may modify the bid quantities on the **Event Details** page if needed.

The **Event Details** page will be displayed and you can enter the bid details.





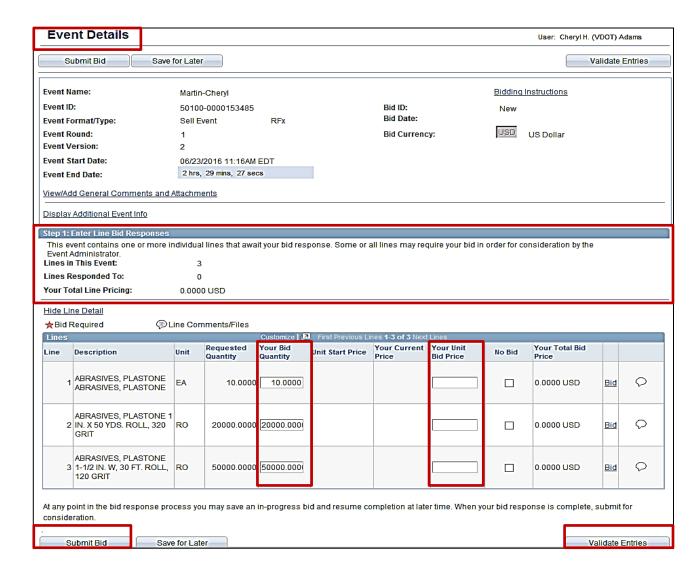
The **Event Details** page identifies the required responses, to include bid factors and the amount of lines and groups, if applicable.

On the **Event Details** page, scroll down to the **Step 1 – Enter Line Bid Responses** section.

Enter Your Bid Quantity and Your Unit Bid Price.

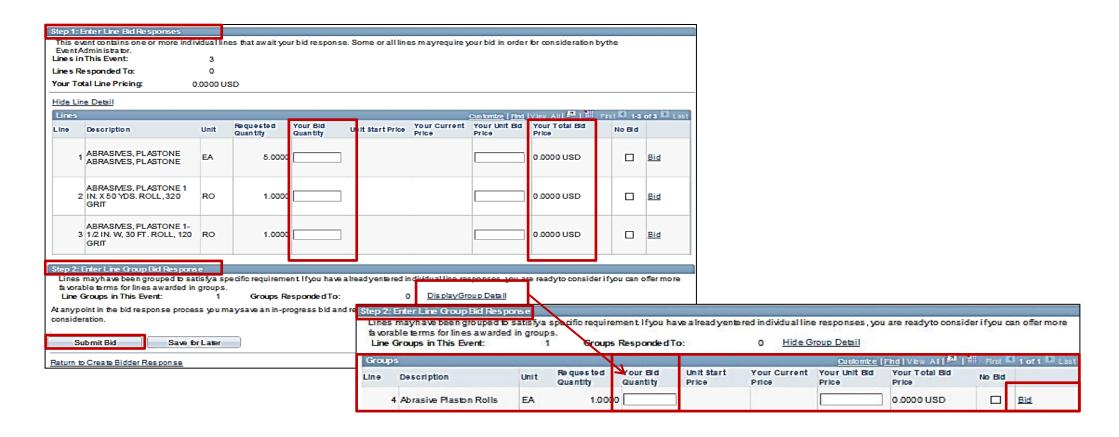
Click Validate Entries to check for errors. Validate Entries is available on many pages.

If there are no groups on this event and all the bid information has been entered, click **Submit Bid**.





If Line Groups are included on the event, scroll down to Step 2: Enter Line Group Bid Responses. Click the Display Group Detail hyperlink to bid on the group(s). The Groups section will display. Enter the Your Bid Quantity equal to 1. Click on the Bid hyperlink. The Group Details page will be displayed.





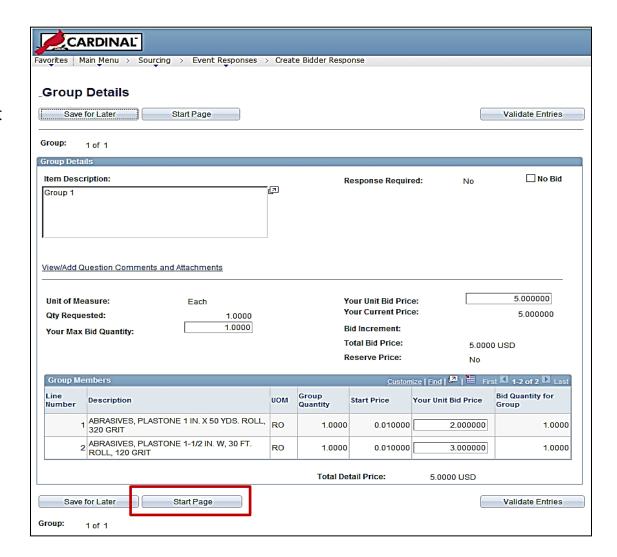
Step 1:	Enter Line Bid Responses													
This event contains one or more individual lines that await your bid response. Some or all lines may require your bid in order for consideration by the Event Administrator.														
	Lines in This Event: 3													
Lines R	lesponded To:	0												
Your To	Your Total Line Pricing: 0,0000 USD													
Hide Lir	Hide Line Detail													
Lines Customize Find View All 🕮 🛗 First 🖾 1-3 of 3 🖸 Last														
Line	Description	Unit	Requested Quantity	Your Bid Quantity	Unit Start Price	Your Current Price	Your Unit Bid Price	Your Total Bid Price	No Bld					
1	ABRASNES, PLASTONE ABRASNES, PLASTONE	EA	5.000					0.0000 USD		Bid				
2	ABRASIVES, PLASTONE 1 2 IN. X 50 YDS. ROLL, 320 GRIT	RO	1.000					0.0000 USD		Bid				
3	ABRASMES, PLASTONE 1- 3 1/2 IN. W, 30 FT. ROLL, 120 GRIT		1.000					0.0000 USD		Bid				
Step 2:	Step 2: Enter Line Group Bid Response													
Lines	may have been grouped to a able terms for lines awarded i	sticfy a sp	e difio re quirem	ent Ifyou have	a Iread yente red in	dividual line r	esponses, you a	re readyto consid	lerifyou can o	offer more				
Line (Groups in This Event:	n groups. 1	Groups R	lespondedTo:	0	DisplayG	roup Detail							
At anyp	oint in the bid response proc	ess you m	aysave an in-p	rogress bid a n	d resume comple	tion at later tim	e.When your bid	d response is cor	nplete, submi	it for				
conside	eration.													
	uh mit Did		_											
3	Submit Bid Step 2: Enter Line Group Bid Response													
Lines may have been grouped to satisfy a specific requirement. If you have alread yentered individual line responses, you are ready to consider if you can offer more favorable terms for lines awarded in groups.														
Line Groups in This Event: 1 Groups Responded To: 0 Hide Group Detail														
	Groups <u>o</u>									Cus	tombe (Fhd Vew Al 21	HI First K	1 of 1 D Last
	Line De	s c ri ptio	1	Unit	Re ques ted Quantity	Your E Quanti			ur Current ce	Your Uni Price	it Bid	Your Total Bid Price	No Bid	
	4 Ab	rasive F	laston Rolls	EA	1.0	000						0.0000 USD		Bid



On the **Group Details** page, the values automatically populate and total.

The sum of each unit price is combined. Prices are not extended.

Click on the **Start Page** button to return to the **Event Details** page.

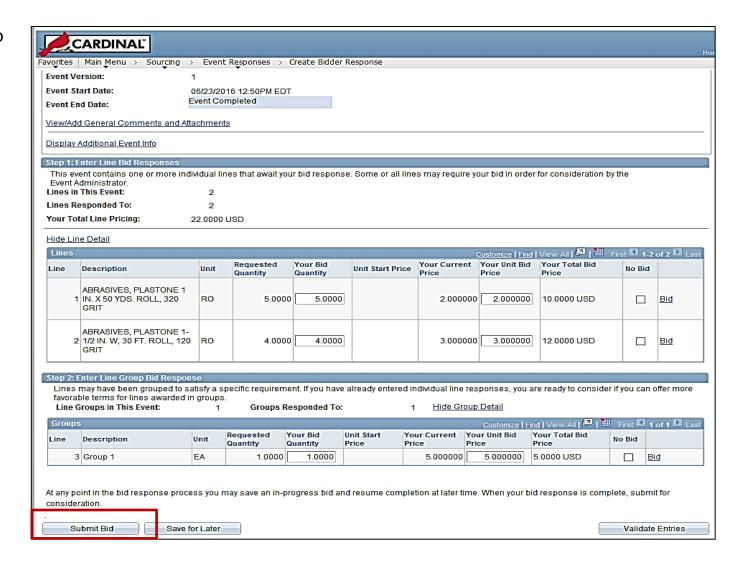




Repeat the previous steps for each group on the event.

When bids for all lines and groups have been entered, and entries are error free, click **Submit Bid**.

The **Bid Confirmation** page will display.





On the **Bid Confirmation** page, review the details of the bid and click **OK** to confirm the bid. The **Create Bidder Response** page is displayed and you can continue to enter bid responses for remaining bidders by repeating the previous steps.

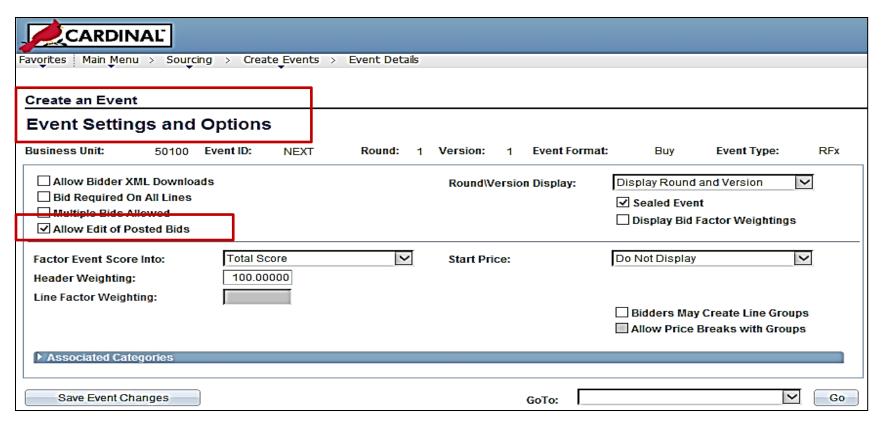




Edit Bidder / Offeror Responses

If a bid tabulation error is made, bid tabulators may make corrections or edits as necessary. After all bids have been entered and the closing date/time has passed, bid responses may be viewed, updated, and analyzed.

In order to be able to change bid responses, the **Allow Edit of Posted Bids** must be checked on the **Event Settings and Options** page for the event.

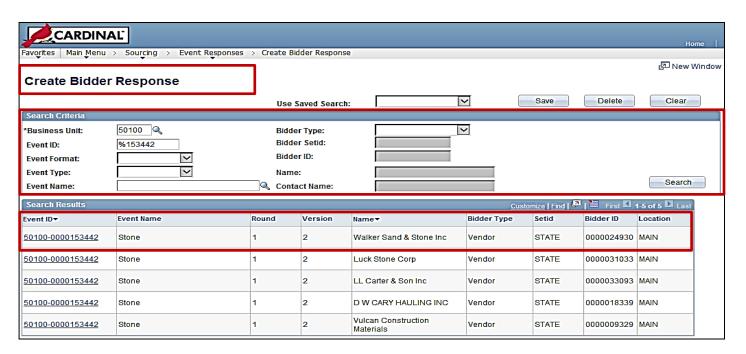




The process to change a bid response is similar to the process you used to create the bid response. Navigate to the **Create Bidder Response** page using the following path:

Main Menu > Sourcing > Event Responses > Create Bidder Response

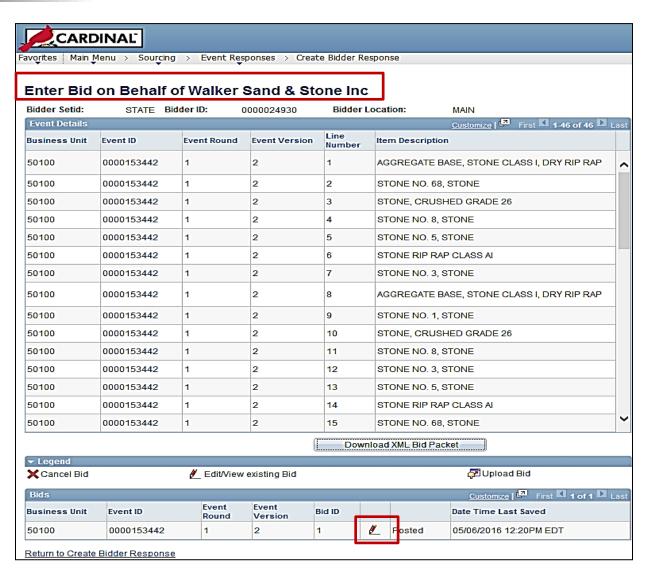
Enter search criteria, or **Event ID**, for the event that the bid you wish to change is associated to. Click **Search**. The event and invited bidders are displayed. To select a bidder, click on the **Event ID** hyperlink on the row where the bidder's name is displayed.





The **Enter Bid on Behalf of** (Bidder / Customer / Vendor) page is displayed for the Bidder you selected.

The **Bids** section of the page lists all the bids for your bidder for the selected event. Click on the **View/Edit** icon to modify the bid.



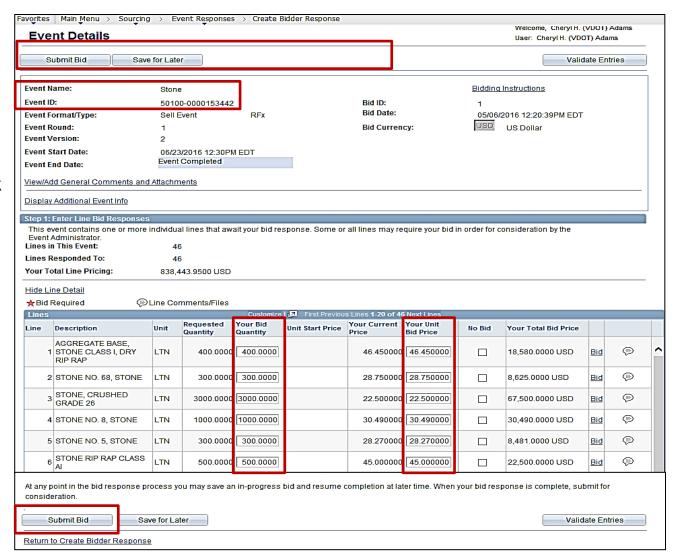


Edit Bidder / Offeror Responses (continued)

The **Events Details** page is displayed for the event and Bidder you selected.

The previously entered bid is displayed and available for edit.

Once you have entered all your changes, click **Submit Bid**.





Edit Bidder / Offeror Responses (continued)

If the event status has changed to **Event Completed**, a pop-up message will display. Click **Yes**.



• On the **Bid Confirmation** page, review the details of the bid and click **OK** to confirm the bid. The **Create Bidder Response** page is displayed. The bid modification is complete.





Simulation: Entering Bidder / Offeror Responses

You are now about to view a simulation entitled **Entering Bidder / Offeror Responses**. Click the Cardinal logo below to start the simulation.





Lesson 4: Summary

In this lesson, you learned:

- How the Bid Processor uses the Create Bidder Response page to enter the bid / proposal information.
- How to edit previously entered bids.



Lesson 5: Analyze Bids / Proposals and Awarding Events

This lesson covers the following topics:

- Analyze Bid / Proposal Responses
- Collaborate on Bid / Proposal Responses (optional)
- Award and Post the Event (By Line, Group, or Grand Total)
- Create a Purchase Order / Contract
- Cancel a Purchase Order / Contract Associated to an Event

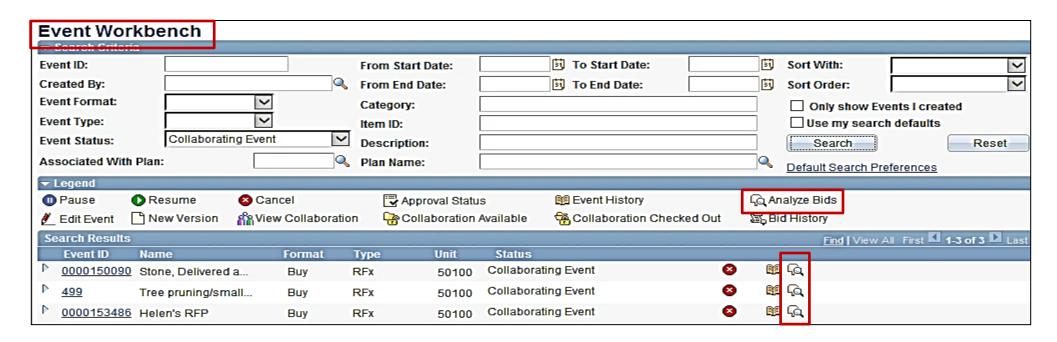


Analyze Bid / Proposal Responses

Once an event's end date has passed and all the bids have been entered, using the **Event Workbench** you can review the bids. Simply click on the **Analyze** icon next to the event with bids you wish to review. The **Analyze Total** page will display.

You can navigate to the **Event Workbench** page using the following path:

Main Menu > Sourcing > Maintain Events > Event Workbench





From the **Analyze Total** page you can use the optional **Analyze Export** feature which allows you to export bid / proposal data to a spreadsheet.

On the **Go To** box drop-down menu, select ... **Analyze Export**. The **Bid Analysis Export** page will be displayed.

Analyze To	tal					
Analyze Total	Analyze Line					
Business Unit: 50100	Event ID: 0000150762	Round: 1	Version: 3		Event Name: Training Sourcing E	Event
Event Format:	Event Type:	Currency:	End Date:		Status:	Go To:
Buy	RFx	USD	01/22/2013	10:23AM EST	Pending Award	
Bid Analysis and	Display Options					
Analysis						Analyze Export
Bidder Name		010.11	04:	1 100		Associate Planning Task
		SIS-U	SAINC	Land & S	<u>ea inc</u>	Award Events
Event Version Resp	ponded To:	3	_	3		Create New Round
Bid Number:		1	⊚	1	(P)	Document Status Inquiry
Total Bid Amount:		3 230	.0000	2.450.00	000	Event Attachments/Comments Invite Collaborators
Total Bid Cost		0.00		0.00		Review Optimization

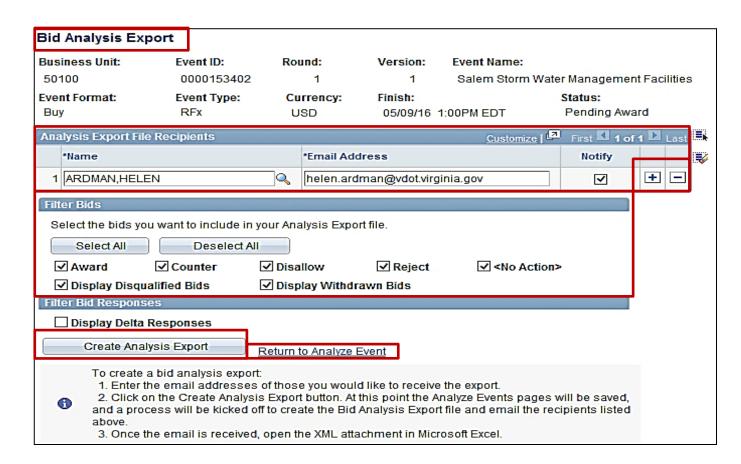


On the **Bid Analysis Export** page, you can select to email the report to yourself and/or other(s).

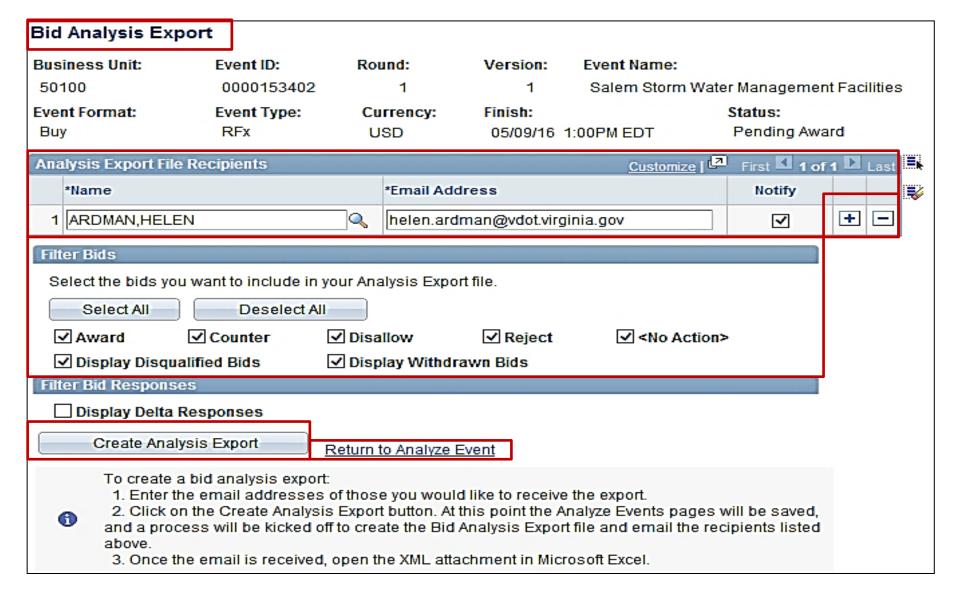
- Click the + / icon to add / delete email recipients.
- In the Filter Bids section, choose the bids you wish to include in your export file.
- Click Create Analysis Export.

The **Analyze Events** page will be saved, and a process will be kicked off to create the **Bid Analysis Export file** and email the selected recipients.

Once the export has been kicked off, click the **Return to Analyze Event** hyperlink to return back to the **Analyze Total** page.







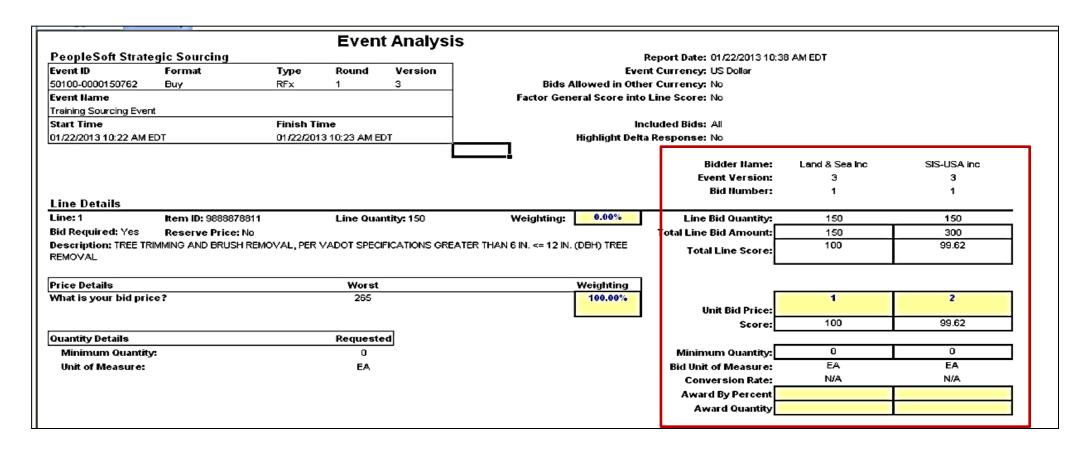


The **Event Analysis** export report is delivered to each recipient's email. The example below shows two bidders at the bottom right with the **Bidder Name** and **Total Bid Amount**.

			Even	t Analysis	:						
PeopleSoft Strate	gic Sourci	ing			Repo	rt Date: 01/22/2013 10:3	8 AM EDT				
Event ID	Format	Туре	Round	Version	Event Currency: US Dollar						
50100-0000150762	Buy	RFx	1	3	Bids Allowed in Other Cu	rrency: No					
Event Name					Factor General Score into Line	Score: No					
Training Sourcing Even	t										
Start Time		Finish T	îme		Include	ed Bids: All					
01/22/2013 10:22 AM E	DT.	01/22/20	13 10:23 AM E	DT	Highlight Delta Res	ponse: No					
perform planned (by the performance specifical Name(s)** Counties. PERIOD OF CONTRAC Awards will be made of NOTE: This is a requirement of the performed on the performance of t	of Transpore route) and u tions herein, v T: From on a Grand To rements contr serves the ri both sides of	unplanned/o within the **I through otal basis, p ract and the ght to subtra the route, u	n-call (site spe Name** District er Lot: quantities liste act routes to be nless otherwis	edific) tree pruning along the right-of din Attachment De pruned. The pru- le Identified. Refer	ting bids from interested firms to services, in accordance of the way on the listed routes within ** and the within the pricing schedule hing of routes listed in Attachment D to Attachment D ay shoulders may include up to 4						
sides on divided highw		cicai ai ice a	ria riorizoritai c	ical allice, Itoaayy	y shoulders may incidue up to 4						
	-										
						Bidder Name:	Land & Sea Inc	SIS-USA inc			
						Bidder name: Event Version:	Land & Sea Inc 3	SIS-USA INC 3			
						Bid Number:	1	1			
						Total Bid Amount:	2450	3230			
						Total Event Score:	0	0			
						Award By Percent					
						Amand by Forcelle					



The **Event Analysis** below shows responses broken down by Bidder. Each response is scored based upon the weightings in the original event.





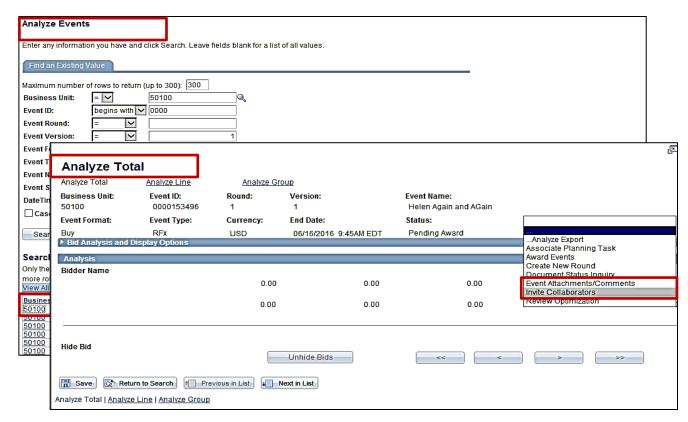
Collaborate on Bid / Proposal Responses

Use the optional **Invite Collaborators** feature to send bid / proposal responses to specific collaborators' worklists for view and comment. You can invite any users with the role of Event Collaborator to contribute to event creation or analysis. During bid analysis, Collaborators can manually score text-based bid factors (i.e. a question requiring a text answer), enter responses to hidden bid factors, and change bid factor weightings. The system calculates an average score across all collaborators.

Navigate to the **Event Collaboration Details** page using the following path:

Main Menu > Sourcing > Maintain Events > Analyze Events

- Enter the event search criteria.
- Select the event you wish to collaborate on. The Analyze Total page will display.
- Click on the Go To box drop-down arrow and select Invite Collaborators. The Event Collaboration Details page will be displayed.





Collaborate on Bid / Proposal Responses (continued)

Using the **Event Collaboration Details** page, set the **Collaboration Due Date**, the collaborators and the **Routing Sequence** the collaborators will review the event in. You may add or subtract collaborators using the **+** / **-** icons.

The Buyer may also invite other collaborators. While collaborators are analyzing the event, Cardinal sets the event status to **Collaborating Bid Analysis**.

Event Collaboration De	tails				
Collaboration Due Date:	06/09/2016 Time: 5:41PM	Save As Group			
	<u> </u>	Analysis Collab Due Date			
Invited Collaborators	Customize Find	First 1-2 of 2 Las			
Collaborator Oprid	Name	Routing Sequence			
ADAM.DIXON Q	Dixon, Adam (VDOT)	1 + -			
AHETZER × Q	Hetzer, Andy (VDOT)	2 + -			
Find Collaborators	Show Bidders Name	Route To			
OK Cancel					

For additional details on collaboration, please see the job aid titled **501 PR345**: **Strategic Sourcing Collaboration**.



Award and Post the Event

Once you have analyzed bids and made a selection, you will award the winning bid. You can award the winning bid / proposal by line, group, or total.

Award bids by:

- Line use to award different lines to different vendors.
- Group if you configured specific line items into groups that are to be awarded based on location, similar items, etc. in the **Configure Line Items** portion of your event.
- Total if you want to award the entire bid / proposal to one bidder.

For additional information on awarding events, refer to the job aid titled **501 PR345**: Strategic Sourcing – Bid Factors, Weights & Score / Event Awards.



Award and Post the Event – By Line

Each line is separately considered and awarded on the **Analyze Line** page. Navigate to this page using the following path:

Main Menu > Sourcing > Maintain Events > Analyze Events

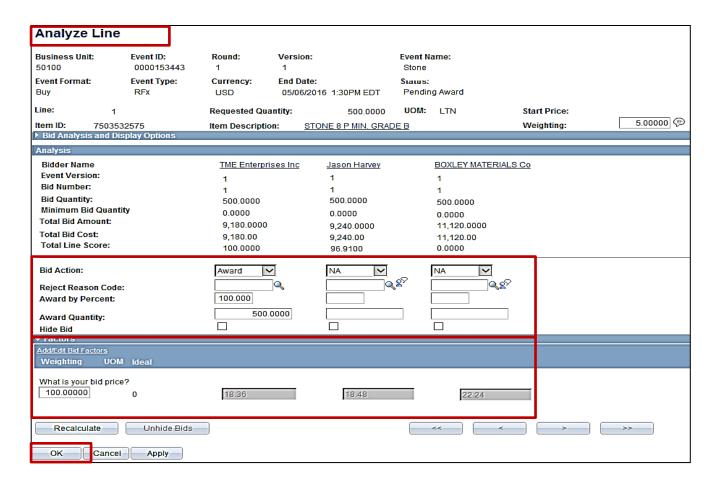
Search and select the event. The **Analyze Total** page will display. Click on the **Analyze Line** hyperlink. Next, click on the **Analyze** hyperlink next to the **Line** you wish to award. The **Analyze Line** page will display and details the extended bid response.

Ana	lyze Lin	е													
Analyz	e Total	Analyze Line													
Busine	ess Unit:	Event ID:	Round:		Version:		E	Event Name:							
50100		0000153443	1		1			Stone							
Event	Format:	Event Type:	Currency:		End Date:		:	Status:		Go To:					
Buy		RFx	USD		05/06/201	16 1:30PM EDT		Pending Awar	d						
Line It	ems								Customi	ze Find View	100 🔼 🛗	First	1-10 of 1		
Line▲	Item ID	Description			Category	иом	Start Price		Qty Awarded	Weighting▲	Line Status		Analyze		
1	7503532575	STONE 8 P MIN. GRAD)E B	า	7503532	LTN	18.53000	500.0000	0.0000	5.00000	Open	~	<u>Analyze</u>		
2	7503532575	STONE 8 P MIN. GRAD)E B	า	7503532	LTN	18.53000	500.0000	0.0000	0.00000	Open	~	<u>Analyze</u>		
3	7503532575	STONE 8 P MIN. GRAD	DE B	B	7503532	LTN	20.37000	1,000.0000	0.0000	5.00000	Open	~	Analyze		
4	7503532575	STONE 8 P MIN. GRAD	DE B	B	7503532	LTN	21.73000	1,000.0000	0.0000	5.00000	Open	~	<u>Analyze</u>		



Award and Post the Event – By Line (continued)

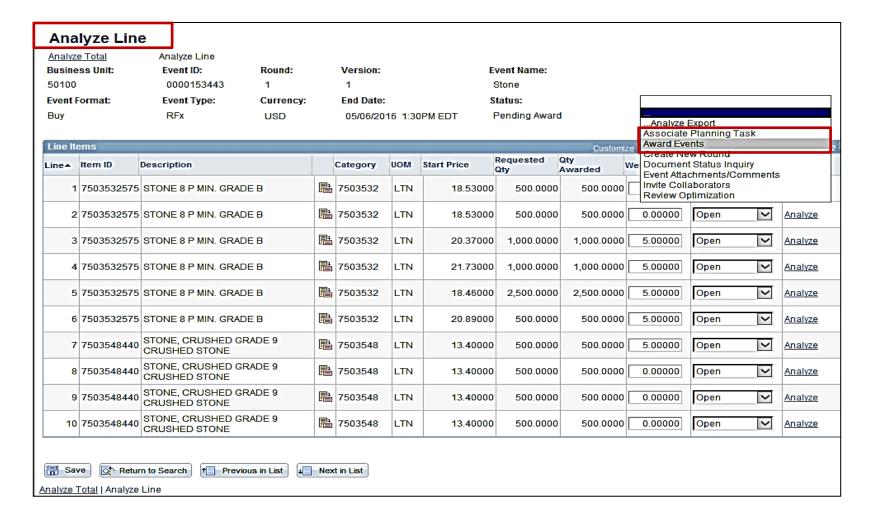
Expand the **Factors** section to view the per unit price bid for each Bidder. Make the award selection using the **Bid Action** drop-down. The award can also be split, by quantity or percent, between different Bidders. When finished, click **OK**.





Award and Post the Event – By Line (continued)

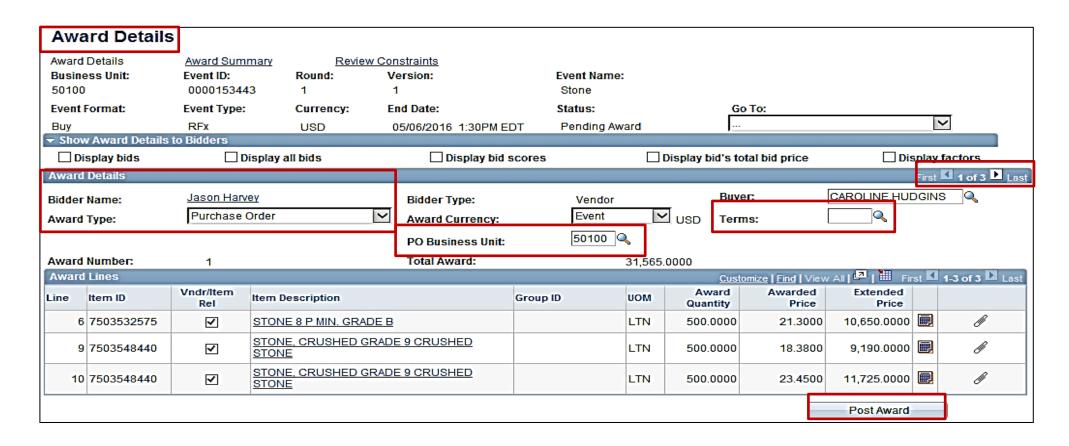
Repeat the award steps for each line. Once the event awards are complete for each line, click **Save**. Navigate to the **Award Details** page using the **Go To** drop-down box, select **Award Events**.





Award and Post the Event – By Line (continued)

From the **Award Details** page you may make the award to the PO or contract using the **Award Type** drop-down box. Click on the right and left arrows to scroll through the **Award Details** to review and update the **Award Type** for each bidder. The **PO Business Unit** and payment **Terms** must also be updated. When complete, click **Post Award**.





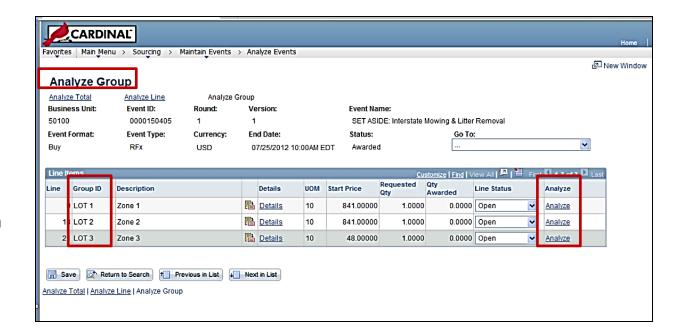
Award and Post the Event – By Group (Lot)

If Lines are grouped on the event (Lot), they must be bid on and awarded by Lot. Awards by group / lot are done on the **Analyze Group** page.

Navigate to this page using the following path:

Main Menu > Sourcing > Maintain Events Analyze Events

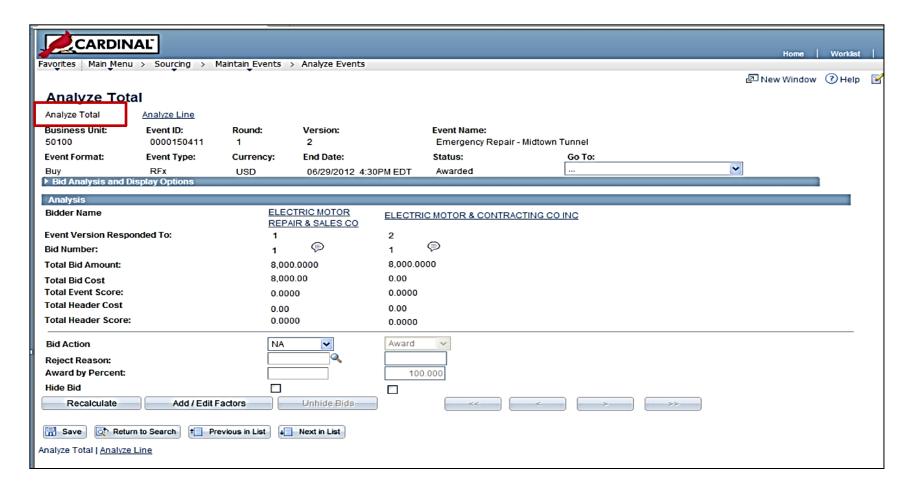
- Search and select the event. The Analyze Total page will display.
- Click on the Analyze Group hyperlink.
- Click on the Analyze hyperlink next to each Group ID / Lot you wish to award. Another Analyze Group page will display and details the extended bid response.





Award and Post the Event – By Grand Total

Bids are considered and awarded based on the sum of all line items (grand total). Cardinal retains all bid / proposal responses, including those that do not result in an award.





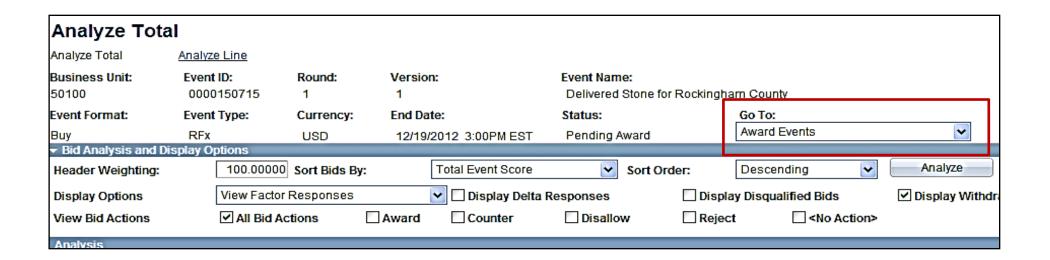
Award and Post the Event - Post the Award

Once the award determination has been made, use the **Award Details** page to award the event.

You can access the **Award Details** page from the **Analyze Total** or **Analyze Line** page using the drop-down **Go To:** menu and selecting **Award Events**.

You can also navigate to the **Award Details** page using the following path:

Main Menu > Sourcing > Maintain Events > Award Events



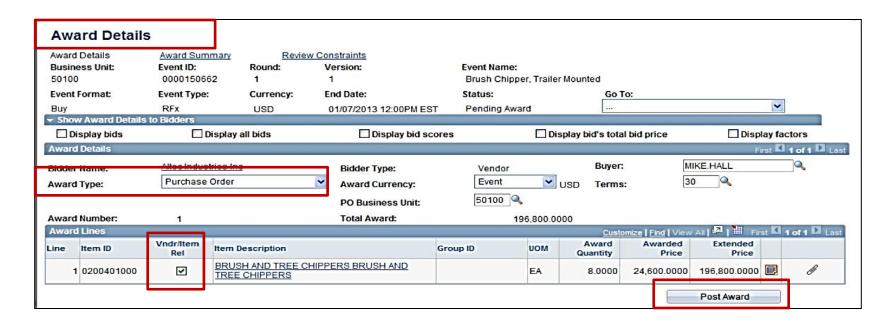


Award and Post the Event – Post the Award (continued)

From the **Award Details** page, perform the following:

- Select the Award Type of Purchase Order or PO Contract.
- Ensure the Vndr/Item Rel checkbox is checked. This will associate the item with the vendor for future use.
- Click Post Award.

eVA and agency procurement standards / requirements will apply.



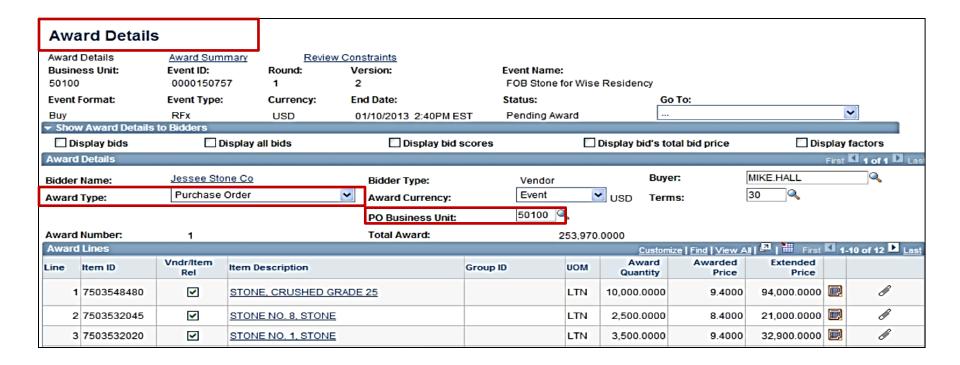


Create a Purchase Order / Contract – Award to Purchase Order

If the event is for a one time or spot purchase, the event is generally awarded to a PO. The **PO Business Unit**, **Line**(s), and schedule information usually default from the sourcing event. Confirm accuracy of the information.

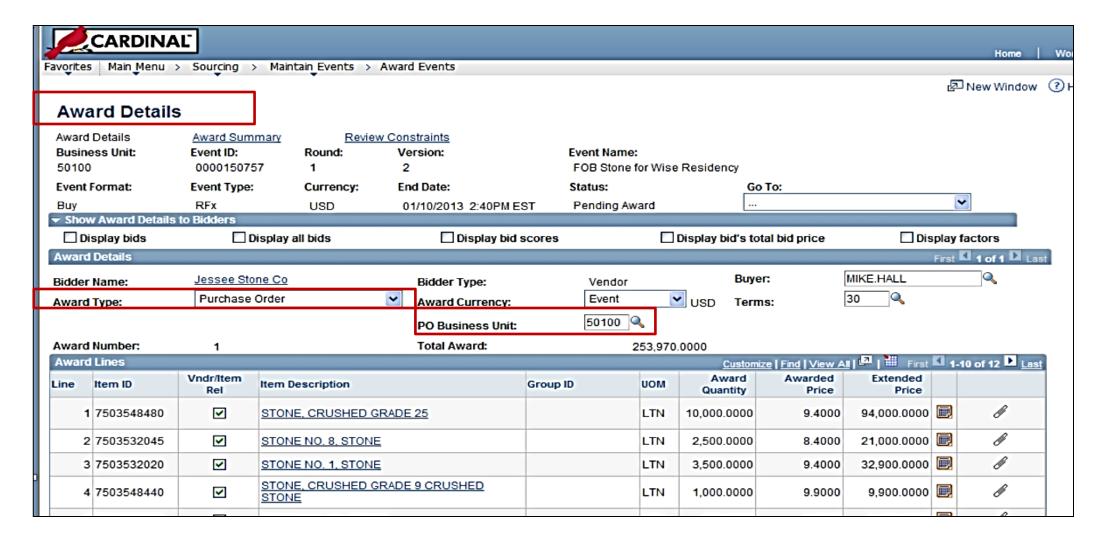
Select the **Award Type** value of **Purchase Order**.

For additional detail, see the course titled 501 PR344: Processing Purchase Orders.





Create a Purchase Order / Contract – Award to Purchase Order (continued)





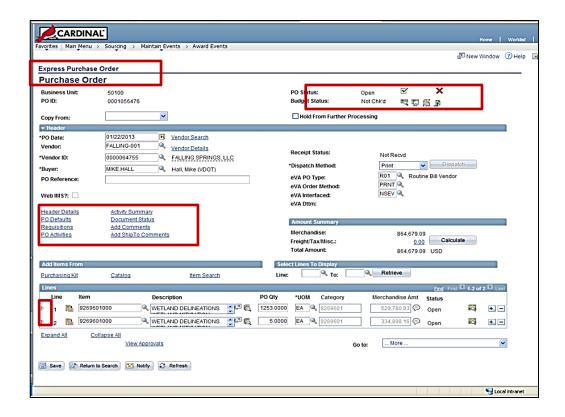
Create a Purchase Order / Contract – Award to Purchase Order (continued)

Once you select **Purchase Order** as the **Award Type** and click **Post Award**, the **Express Purchase Order** page displays.

The **Express Purchase Order** page is similar to the regular **Purchase Order** page. When reviewing the page, take note of these items in particular:

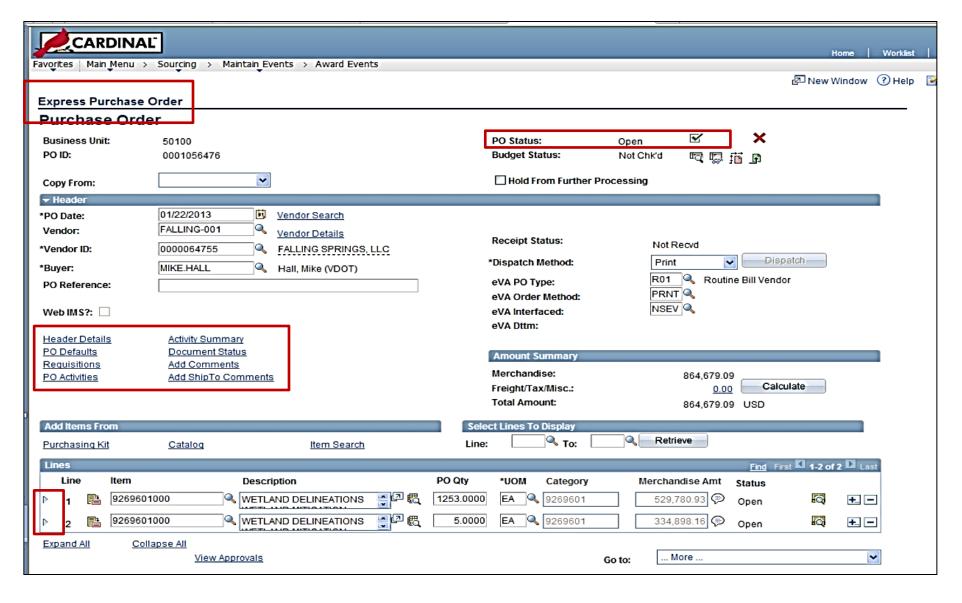
- The PO Status of the PO is Open upon award and will change to Approved when the check mark is clicked.
- Use the PO Defaults hyperlink to modify or add the accounting distributions.
- Additional hyperlinks are also available and provide more details.
- You can review the schedule details for a line by clicking the arrow to the left of the line.

Once updated, the PO is complete and dispatched by the Buyer.





Create a Purchase Order / Contract – Award to Purchase Order (continued)

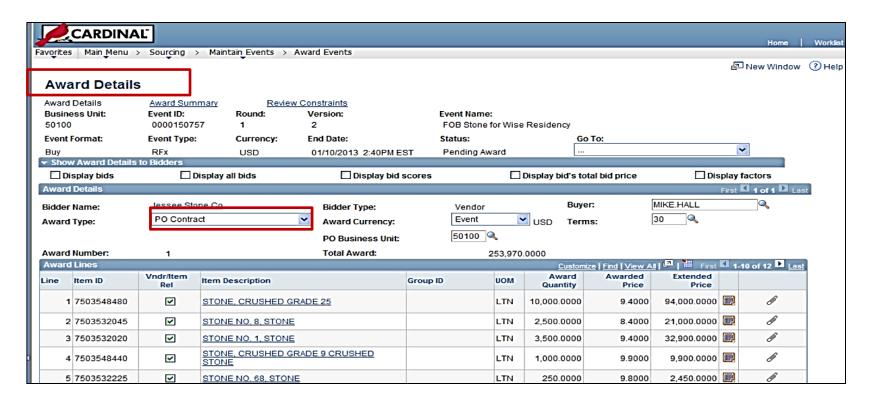




Create a Purchase Order / Contract – Award to Contract

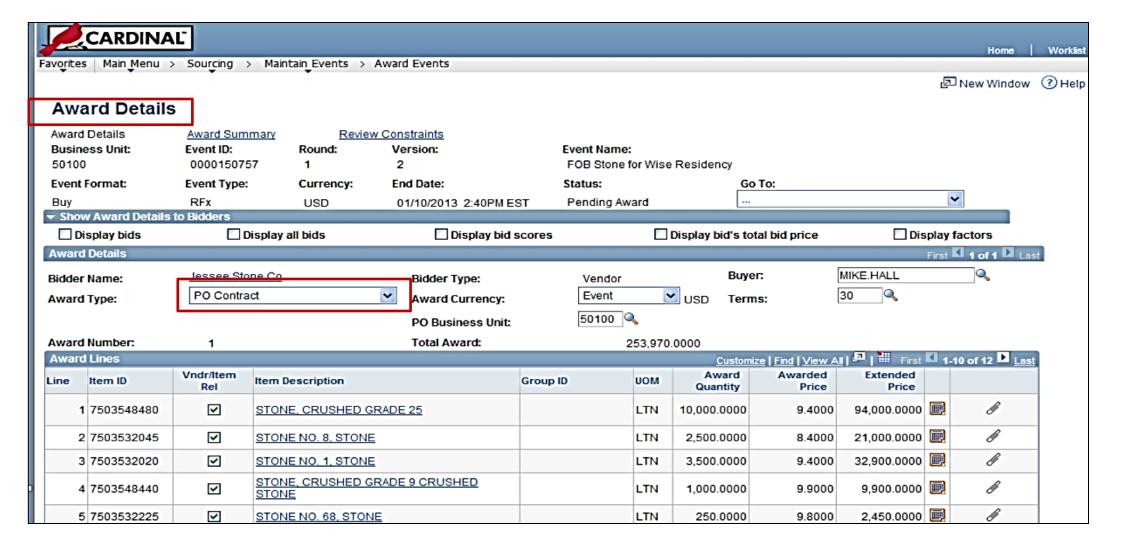
When an event is to be awarded to a contract, select the **Award Type** value of **PO Contract**. This selection opens up the fields on the **Contracts** screen. The Buyer enters the appropriate information (start and end dates, contract category, responsible organization code, etc.) into the contract. The contract is not available for use until this information has been entered and set to **Approved**.

For more details, please see the course titled **501 PR348: Entering Procurement Contracts**.





Create a Purchase Order / Contract – Award to Contract (continued)





Cancel a Purchase Order / Contract Associated to an Event

Once you have awarded an event to a PO or a contract, Cardinal retains links to the PO and contract.

If the PO or contract are attached to an event, a cancellation will trigger Cardinal to ask whether you want to move a quantity back into the Strategic Sourcing award. This happens when:

- The PO or contract is cancelled
- A PO or contract line is cancelled.
- A PO schedule is cancelled
- Quantities associated with a line or schedule are reduced

If you respond yes, Cardinal puts the quantity back to the award, and you can either re-award the quantity to another Bidder / Offeror or manually close it on the **Award Summary** page by setting the **Line Status** field to **Closed.**



Lesson 5: Summary

In this lesson, you learned:

- The **Analyze Total** page on the **Event Workbench** allows you to review bid / proposal responses.
- You have the option to invite others to collaborate on the bid / proposal responses.
- You can award by line, group, or grand total.
- After you have analyzed the bids / proposals responses and made your selection, you can award the winning bid / proposal to a PO or PO Contract.



Simulation: Analyze Bids / Proposals and Awarding Events

You are now about to view a simulation entitled **Analyzing Bids / Proposals and Awarding Events**. Click the Cardinal logo below to start the simulation.





Lesson 6: Strategic Sourcing Reports

This lesson covers the following topic:

Reports



Reports

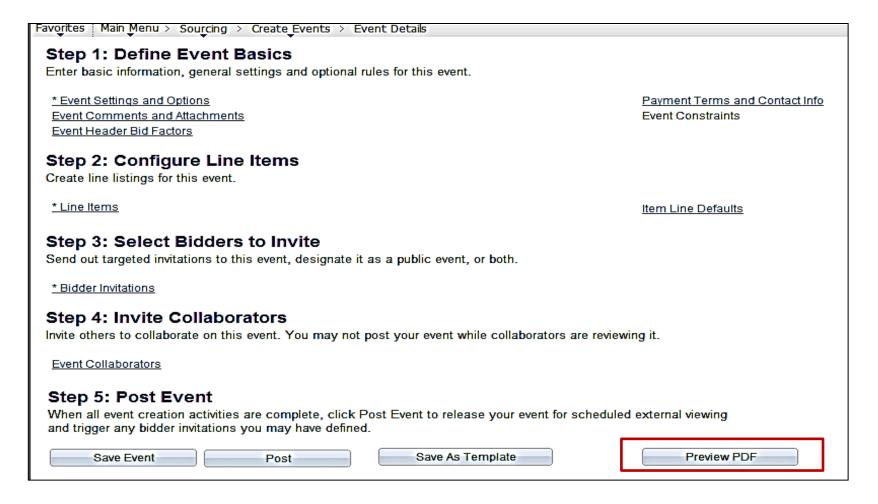
Key Strategic Sourcing reports include:

- Event Details Report
- Event Bid Tab Report



Event Details Report

Before posting the event, from the **Event Summary** page the **Preview PDF** button is used to generate an email attachment, which is sent to the Buyer. You can print and/or save the PDF for manual posting to eVA following normal procedures.





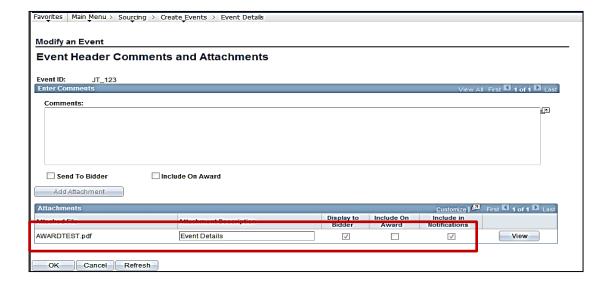
Event Details Report (continued)

Once the event is posted, the **Preview PDF** button is no longer available on the **Event Summary** page. However, you can access the **Event Details Report** from the **Event Comments and Attachments** link.

You can navigate to this report using the following path:

Main Menu > Sourcing > Create Events > Event Details

Search for and select your event. From the **Event Summary** page, click on the **Event Comments and Attachments** hyperlink. Click the **View** button under the **Attachments** section.







Event Details Report (continued)

Event Details

Commonwealth of Virginia Department of Transportation

Event ID Format Type	Page
50100-0000150219 Buy IFB Sealed	Contract 1
Event Round Version	
1 1	
Event Name	
MJH TEST001	
Start Date/Time Close Date/	/Time
10/17/2011 16:58:00 EDT 10/18/201	.1 15:58:00 EDT

Event Currency: US Dollar

Bids allowed in other currency: No

Bidder: General Public

Submit To: VA Dept of Transportation

VDOT Central Office 1201 E Broad St Richmond VA 23219 United States

Contact: Super User PR

Phone: Email:

Event Description

I. PURPOSE:

The Virginia Department of Transportation (herein referred to as "VDOT") is soliciting bids from interested firms to provide

PERIOD OF CONTRACT: From through (renewable)

The IFB must state either "from date of award," or specified date to a specified ending date, or delivery of goods or services.

If it will be a renewable term contract, put the word "renewable" in parenthesis after the "through" date if the contract contains a renewal clause. This will let potential bidders know right away if you anticipate the contract to go beyond the initial period. This is also restated under the Special Terms and Conditions under the Term of Contract clause.

See the example IFB provided.

II. QUESTIONS REGARDING THIS INVITATION FOR BID:

Any questions regarding this invitation for bid shall be addressed to Mr./Ms. Contract Officers Name at (804) 000-0000. The issuing office shall determine whether any addendum should be issued as a result of any questions or other matters raised.



Event Bid Tab Report

The **Event Bid Tabulation Report (VRPR008)** provides a record of the tabulation of all bid responses. This report becomes part of the Procurement file. Use this report to view all bids / proposals received and the winning Bidder / Offeror.

You can navigate to this report using the following path:

Main Menu > Sourcing > Reports > Event Bid Tab

Enter your **Business Unit** and **Event ID**. Run the report.

CARD:		Commonwealth of Virginia Department of Transportation BID TABULATION REPORT					Run Date: Run Time:	02/25/2013 2:20 PM
Business Unit:	50100							
Event ID:	0000150771							
Buyer:	MERCADO, REGIDOR		Closing Date:	2/13/2013			Page No.	l of 1
			Closing Time:	12:00:00 AM				
							P	rice
Vendor ID	Vendor	SWAM Type	Group / Line# / Item	Item Description	Quantity	Unit Price	Extended	Awarded
Line Type: L 0000032750	J R Tharpe Trucking Co Inc	Small Business						
			1-7503548485	STONE, CRUSHED GRADE 26	3,200.00	100.00	320,000.00	
			2-7503532060	STONE NO. 8, NON-POLISHING, ST	1,200.00	100.00	120,000.00	
			3-7503551310	STONE RIP RAP CLASS AI	200.00	100.00	20,000.00	
			4-7503532030	STONE NO. 3, STONE	100.00	100.00	10,000.00	
			5-7503532205	STONE NO. 57, STONE	100.00	100.00	10,000.00	
					Total:		480,000.00	
0000035070	BMC Rock Inc	Small Business						
			1-7503548485	STONE, CRUSHED GRADE 26	3,200.00	200.00	640,000.00	
			2-7503532060	STONE NO. 8, NON-POLISHING, ST	1,200.00	200.00	240,000.00	
			3-7503551310	STONE RIP RAP CLASS AI	200.00	200.00	40,000.00	
			4-7503532030	STONE NO. 3, STONE	100.00	200.00	20,000.00	
			5-7503532205	STONE NO. 57, STONE	100.00	200.00	20,000.00	
					Total:		960,000.00	



Event Bid Tab Report (continued)



Commonwealth of Virginia Department of Transportation **BID TABULATION REPORT**

Run Date: 02/26/2013

2:20 PM Run Time:

Business Unit:

Event ID:

0000150771

Buyer:

MERCADO, REGIDOR

Closing Date: 2/13/2013 Closing Time:

12:00:00 AM

Page No.

1 of 1

Vendor	SWAM Type	Group / Line# / Item	Item Description	Quantity	Unit Price	Extended	Awarded
Tharpe Trucking Co Inc	Small Business						
		1-7503548485	STONE, CRUSHED GRADE 26	3,200.00	100.00	320,000.00	
		2-7503532060	STONE NO. 8, NON-POLISHING, ST	1,200.00	100.00	120,000.00	
		3-7503551310	STONE RIP RAP CLASS AI	200.00	100.00	20,000.00	
		4-7503532030	STONE NO. 3, STONE	100.00	100.00	10,000.00	
		5-7503532205	STONE NO. 57, STONE	100.00	100.00	10,000.00	
				Total:		480,000.00	
Rock Inc	Small Business						
		1-7503548485	STONE, CRUSHED GRADE 26	3,200.00	200.00	640,000.00	
		2-7503532060	STONE NO. 8, NON-POLISHING, ST	1,200.00	200.00	240,000.00	
		3-7503551310	STONE RIP RAP CLASS AI	200.00	200.00	40,000.00	
		4-7503532030	STONE NO. 3, STONE	100.00	200.00	20,000.00	
		5-7503532205	STONE NO. 57, STONE	100.00	200.00	20,000.00	
				Total:		960,000.00	
			1-7503548485 2-7503532060 3-7503551310 4-7503532030 5-7503532205 3-7503548485 2-7503532060 3-7503551310 4-7503532030	1-7503548485 STONE, CRUSHED GRADE 26 2-7503532060 STONE NO. 8, NON-POLISHING, ST 3-7503551310 STONE RIP RAP CLASS AI 4-7503532030 STONE NO. 3, STONE 5-7503532205 STONE NO. 57, STONE Rock Inc Small Business 1-7503548485 STONE, CRUSHED GRADE 26 2-7503532060 STONE NO. 8, NON-POLISHING, ST 3-7503551310 STONE RIP RAP CLASS AI 4-7503532030 STONE NO. 3, STONE	1-7503548485 STONE, CRUSHED GRADE 26 3,200.00 2-7503532060 STONE NO. 8, NON-POLISHING, ST 1,200.00 3-7503551310 STONE RIP RAP CLASS AI 200.00 4-7503532030 STONE NO. 3, STONE 100.00 5-7503532205 STONE NO. 57, STONE 100.00 Total : Rock inc Small Business 1-7503548485 STONE, CRUSHED GRADE 26 3,200.00 2-7503532060 STONE NO. 8, NON-POLISHING, ST 1,200.00 3-7503551310 STONE NO. 8, NON-POLISHING, ST 1,200.00 4-7503532030 STONE NO. 3, STONE 100.00 5-7503532205 STONE NO. 3, STONE 100.00	1-7503548485 STONE, CRUSHED GRADE 26 3,200.00 100.00 2-7503532060 STONE NO. 8, NON-POLISHING, ST 1,200.00 100.00 3-7503551310 STONE RIP RAP CLASS AI 200.00 100.00 4-7503532030 STONE NO. 3, STONE 100.00 100.00 5-7503532205 STONE NO. 57, STONE 100.00 100.00 Total: Rock Inc Small Business 1-7503548485 STONE, CRUSHED GRADE 26 3,200.00 200.00 2-7503532060 STONE NO. 8, NON-POLISHING, ST 1,200.00 200.00 3-7503551310 STONE RIP RAP CLASS AI 200.00 200.00 4-7503532030 STONE NO. 3, STONE 100.00 200.00 5-7503532030 STONE NO. 3, STONE 100.00 200.00 5-7503532205 STONE NO. 57, STONE 100.00 200.00	1-7503548485 STONE, CRUSHED GRADE 26 3,200.00 100.00 320,000.00 2-7503532060 STONE NO. 8, NON-POLISHING, ST 1,200.00 100.00 120,000.00 3-7503551310 STONE RIP RAP CLASS AI 200.00 100.00 20,000.00 4-7503532030 STONE NO. 3, STONE 100.00 100.00 10,000.00 Total: 480,000.00 Total: 480,000.00 STONE NO. 57, STONE 50.00 200.00 200.00 200.00 200.00 3-7503532060 STONE NO. 8, NON-POLISHING, ST 1,200.00 200.00 240,000.00 3-7503532060 STONE NO. 8, NON-POLISHING, ST 1,200.00 200.00 240,000.00 3-7503532030 STONE NO. 8, NON-POLISHING, ST 1,200.00 200.00 40,000.00 4-7503532030 STONE NO. 8, STONE 100.00 200.00 200.00 40,000.00 5-7503532030 STONE NO. 3, STONE 100.00 200.00 200.00 5-7503532205 STONE NO. 57, STONE 100.00 200.00 200.00 20,000.00



Lesson 6: Summary

In this lesson, you learned:

• There are reports that are useful to users who work with the Strategic Sourcing module, i.e. the **Event Details Report** and the **Event Bid Tab Report**.



Lesson 7: Strategic Sourcing Hands-On Practice

This lesson includes practice that will reinforce the lessons learned today. Your instructor will provide direction regarding specific activities that are part of this lesson. Please ask your instructor if you have any questions.





Course Summary

In this course, you learned how to:

- Recognize key strategic sourcing concepts
- Create, modify, and manage Strategic Sourcing events in Cardinal
- Enter and analyze bids / proposals
- Award events
- Use key Strategic Sourcing reports
- Understand how Strategic Sourcing integrates with other Cardinal modules and interfaces with external systems



Course Evaluation

Congratulations! You successfully completed the **501 PR345**: **Strategic Sourcing** course. Please use the evaluation link to assess this course.





Appendix

- Key Terms
- Diagrams and Screenshots
- Flowchart key



Key Terms

Award: An award is made to the winning Bidder / Offeror by a purchase order (PO) or a contract.

Bidder / Offeror: The Bidder / Offeror is anyone who submits a bid / proposal on an event.

Bidder / Offeror Response: A Bidder / Offeror Response is the response by a Bidder / Offeror to an event.

Bid Factor: A bid factor is a weighted question about the Bidder's / Offeror's products, services, or company and may require a response by the Bidder / Offeror. Header bid factors relate to the overall event, whereas line bid factors relate only to the specific line.

Bids / Proposals: Bids / proposals are submissions of an offer on an event.

Buy Event: A Buy Event is the purchase of goods and/or services associated with a request for a price quote or proposal.

Event Format: The event format is either Buy or Request For Information (RFI).

Event Types: An event type may be an Invitation For Bid (IFB), Request For Proposal (RFP), or Request For Information (RFI).



Key Terms (continued)

IFB: An Invitation For Bid (competitive bidding) event type is the method by which bids for a specified good or service are solicited from Bidders / Offerors.

RFP: A Request For Proposal (competitive negotiation) event type is the method by which proposals for a good or service are solicited from Bidders / Offerors.

RFx: RFx is a catch-all term for event types such as Invitation For Bid (IFB), Request For Proposal (RFP), or Two-Step Bid.

RFI: A Request for Information (RFI) is a sourcing event type by which information about a good or service is solicited from Bidders / Offerors. It is more of an open inquiry seeking broad data and understanding.

Solicitation Type: The Solicitation Type is the classification of an event, which defines the means of procurement. Values include Emergency, IFB Sealed, IFB Unsealed, Prof Services, Request for Response, Standard Contract, Small Purchase, Sole Source, Step Bidding, and Unsealed Contract.

Strategic Sourcing Event: A Strategic Event is the process of soliciting quotes, bids / proposals and/or offers to establish contracts and/or purchase orders.

Two-Step Bid: A Two-Step Bid (competitive bidding) event type is the method by which an existing supplier is asked to provide a bid for a continued good or service based on an existing contract.



Event Statuses (continued)

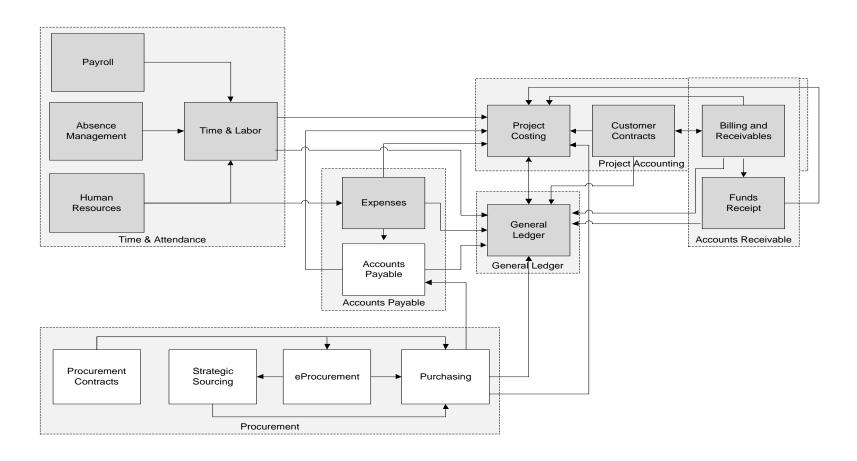
Status	Description	Bids Allowed
Open	Saved event, not posted, not routed for collaboration	No
Posted	Event is ready for bidding	Yes
Collaborating Event	Event routed for internal collaboration	No
Event Complete	Event ended but update event status process has not run	Yes
Pending Award	Event is complete, update event status process has run, has not been awarded	No
Collaborating Bid Analysis	Event has routed for bid analysis collaboration	No
Awarded	Event award has been approved, event is complete	No
Not Awarded	Event ended without being awarded	No
Cancelled	Event was cancelled, no award	No



Integration with Procurement and Accounts Payable

Strategic Sourcing integrates with other Cardinal modules in the following way:

After an event is awarded, either a PO or contract is issued. These items integrate with future requisitions, POs, contracts, and PCards.

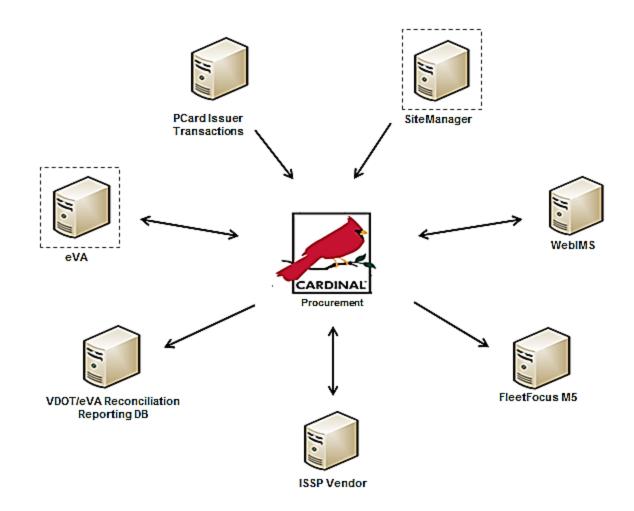




Interface with eVA

The Strategic Sourcing module also interfaces with an external system.

- Strategic Sourcing events are manually posted to eVA.
- All bidders must be registered in eVA.
- All eVA bidders (vendors) are interfaced into Cardinal for selection.





Flowchart Key

	Flowchart Key					
Step Description	Depicts a process step or interface.	Start	Indicates point at which the process begins. Does not represent any activity.			
Batch Process	Specifies a batch process.	End	Indicates point at which the process ends. Does not represent any activity.			
Manual Operation	Depicts a process step that is performed manually.	Document	Depicts a document of any kind, either electronic or had copy.			
Decision Outcome	Defines the possible outcomes of a decision or analysis that took place in a step immediately preceding.	x	Indicates an On-Page or Intra Process Connector. Used to avoid complex overlapping connector lines or to continue a process on a subsequent page.			
Entity Name	Represents an entitly (person, organization, etc.).	Step/ Process	Connects steps between business processes.			